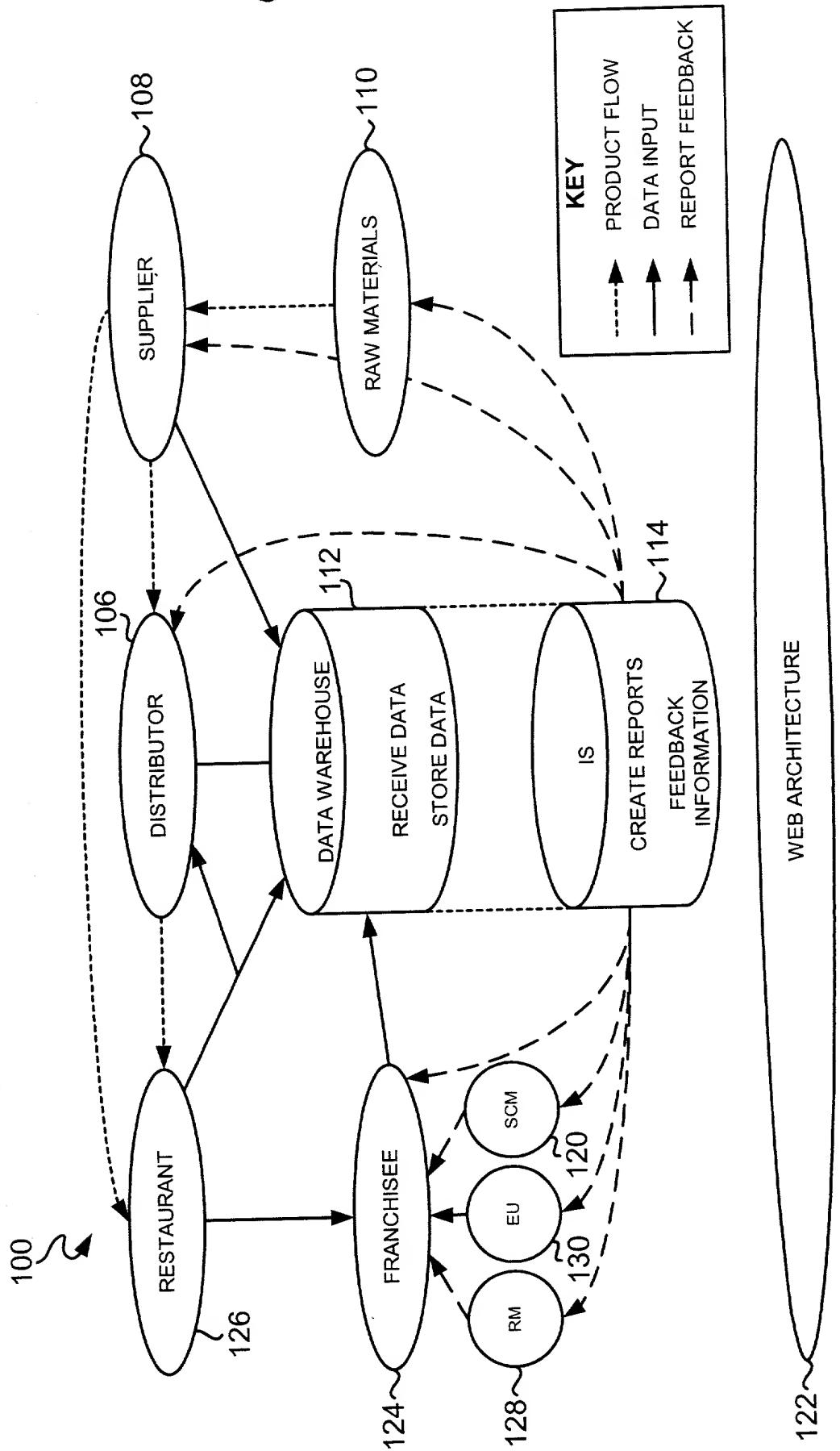
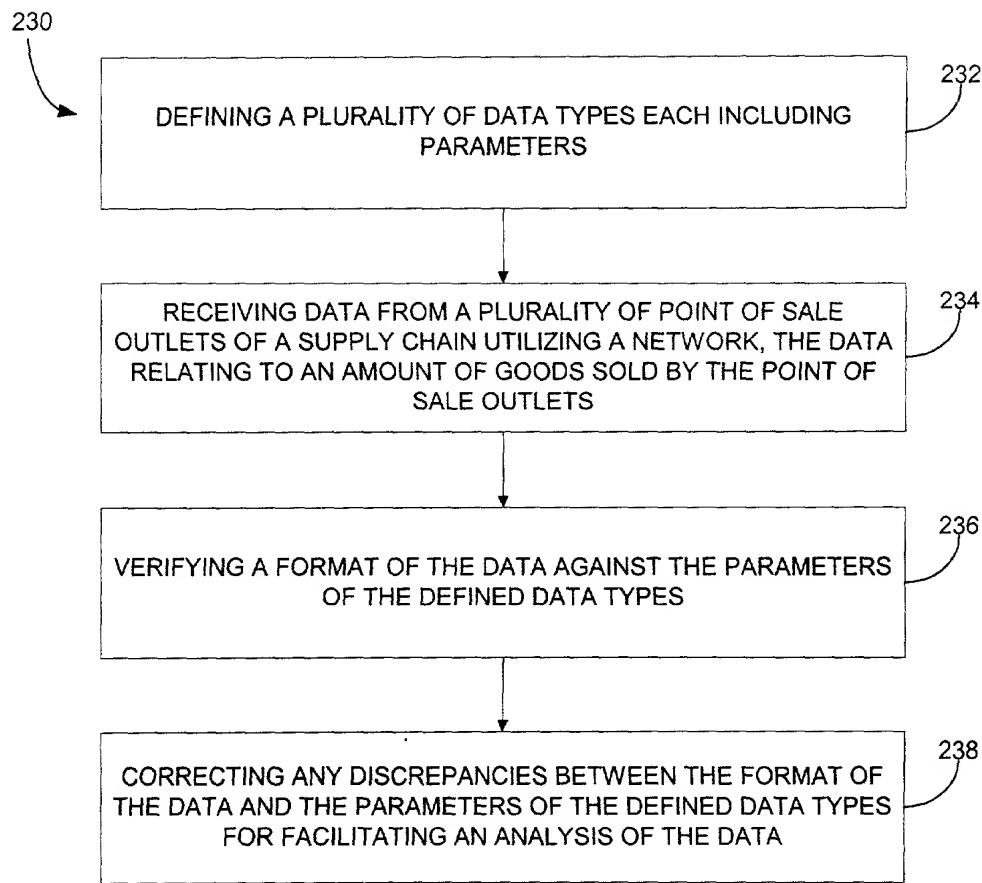


**FIG. 1A**

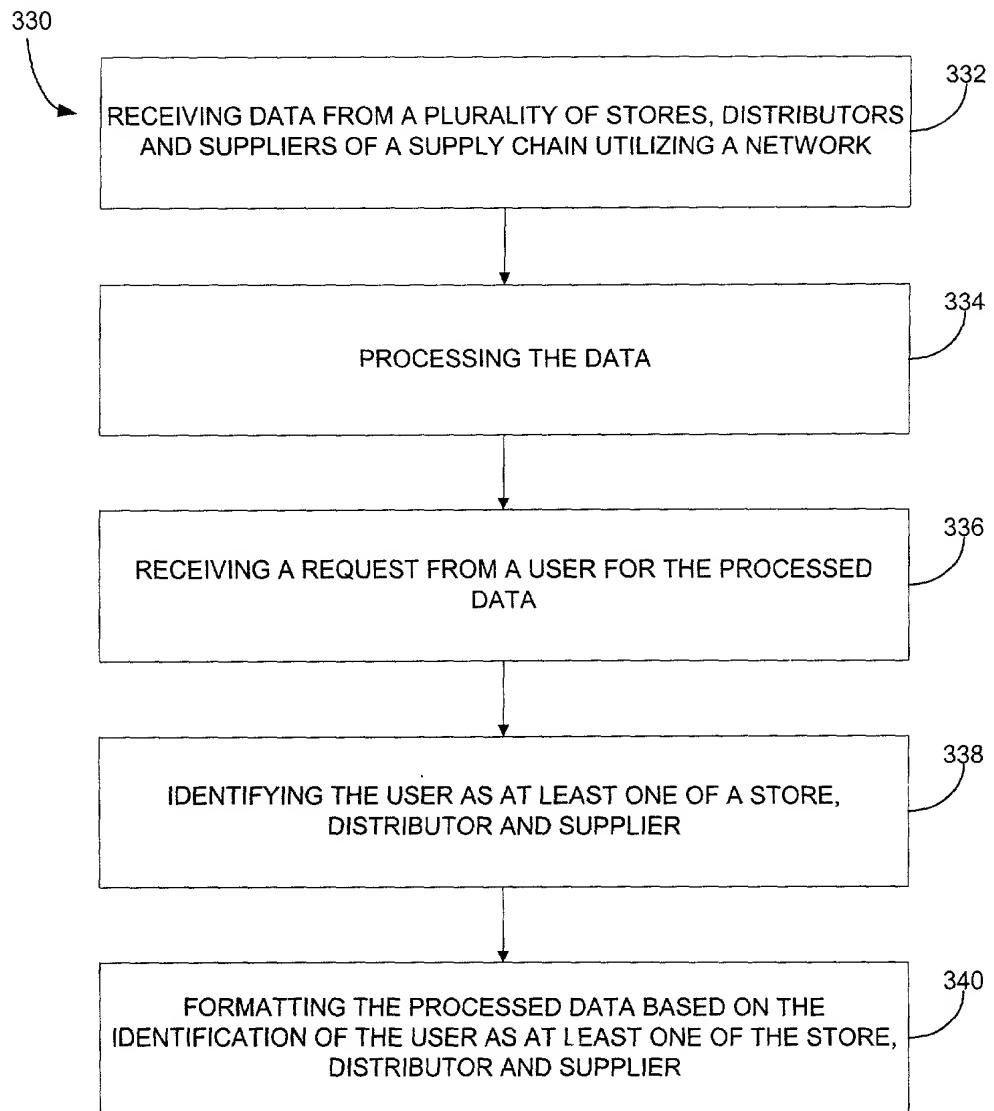
open public data sets from various sources



**FIG. 1B**



**FIG. 2**



**FIG. 3**

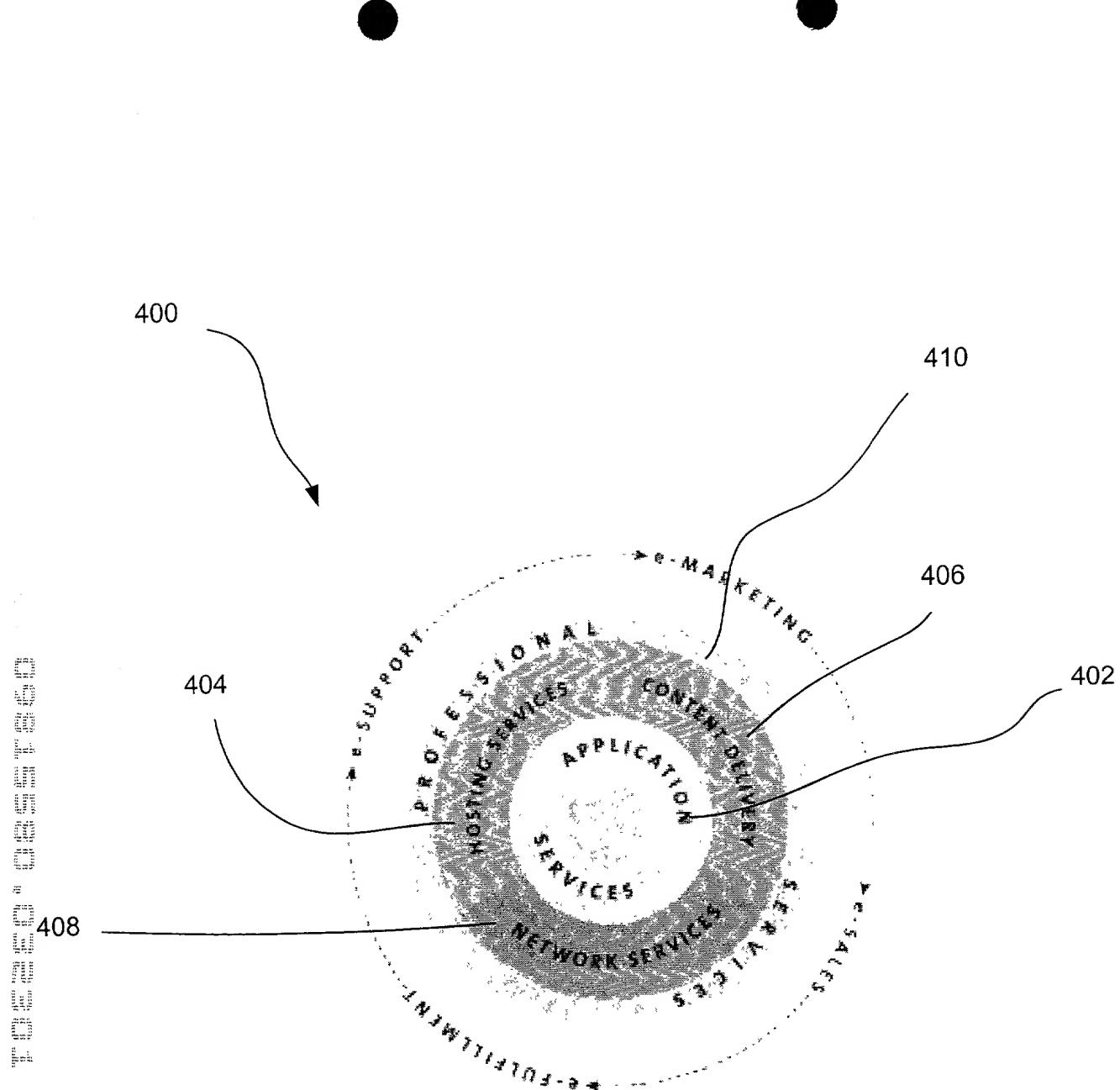
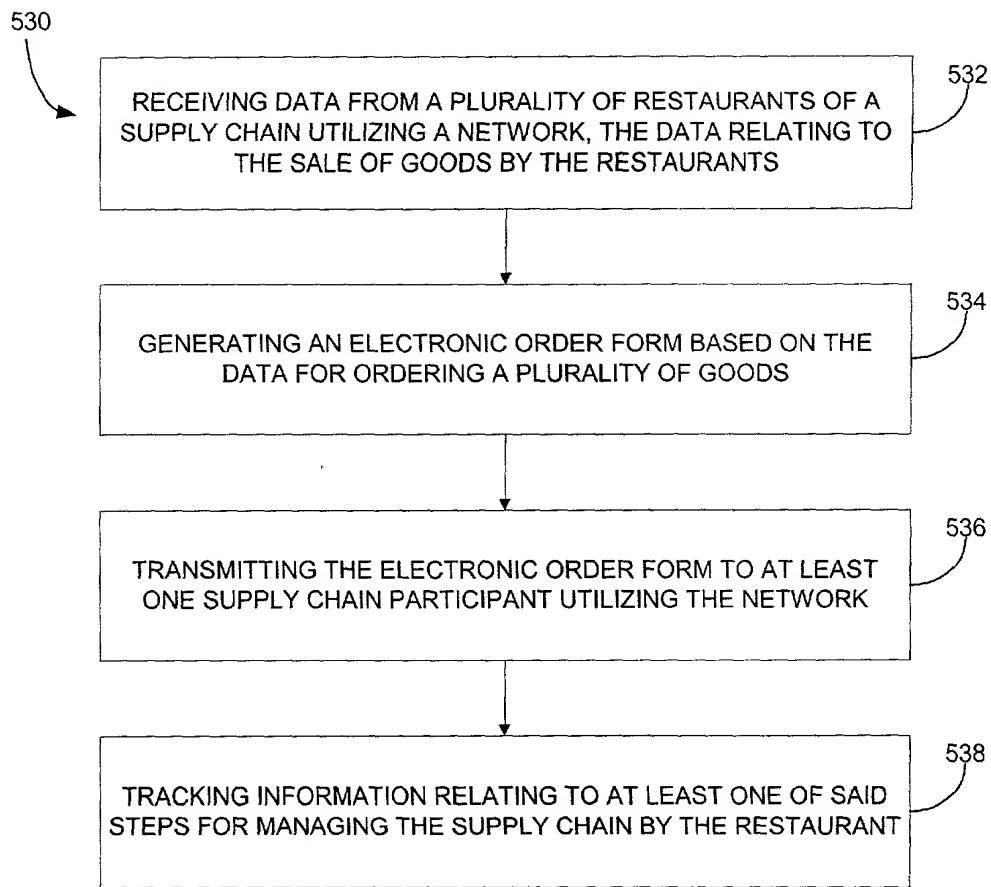
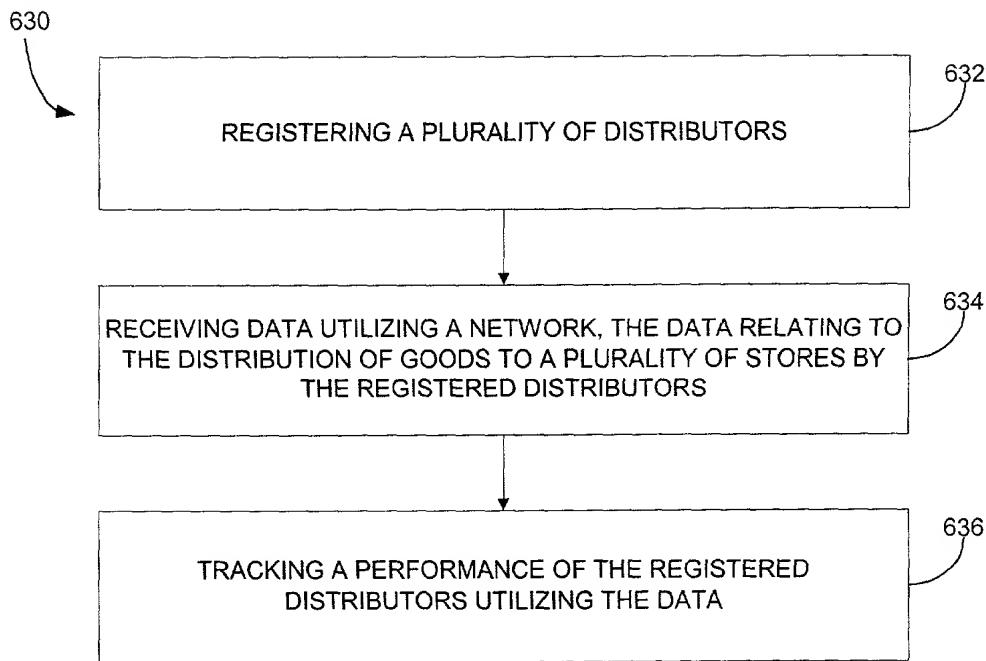


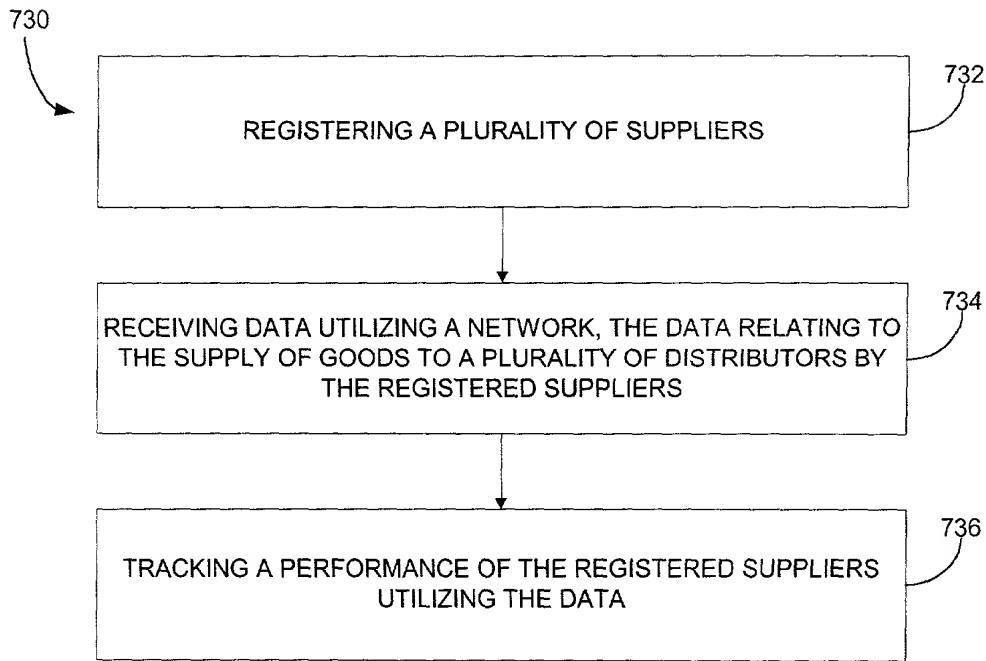
Fig. 4



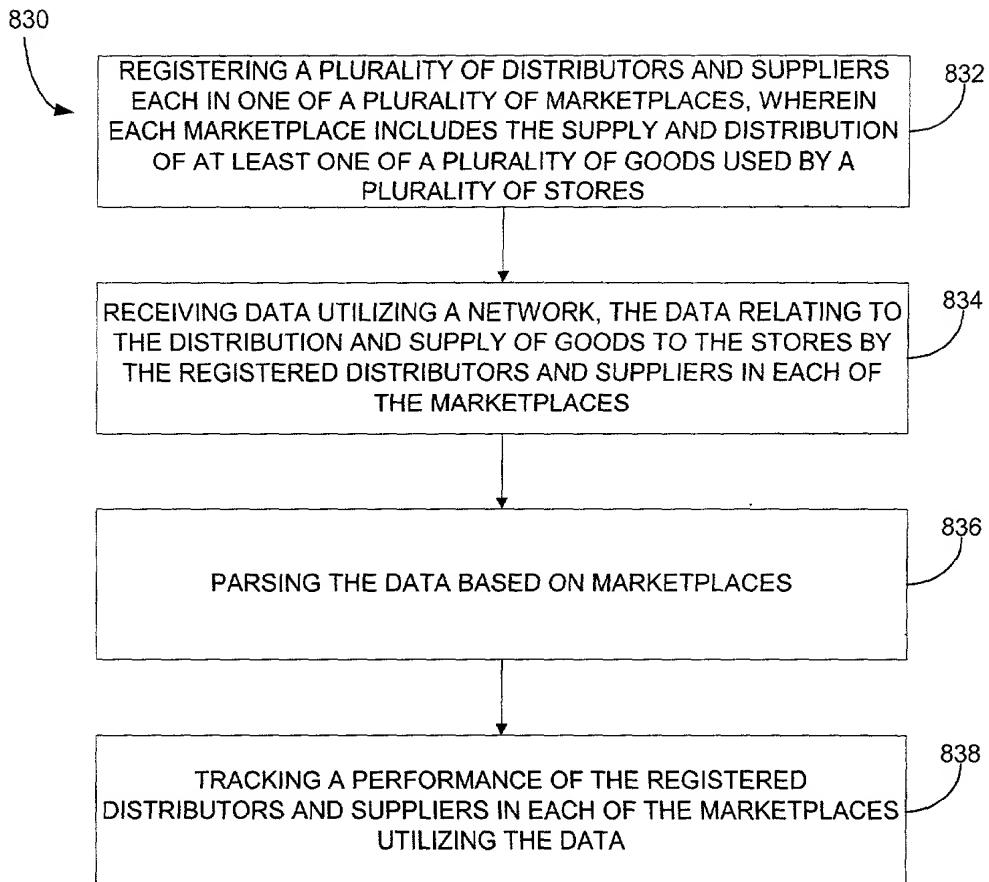
**FIG. 5**



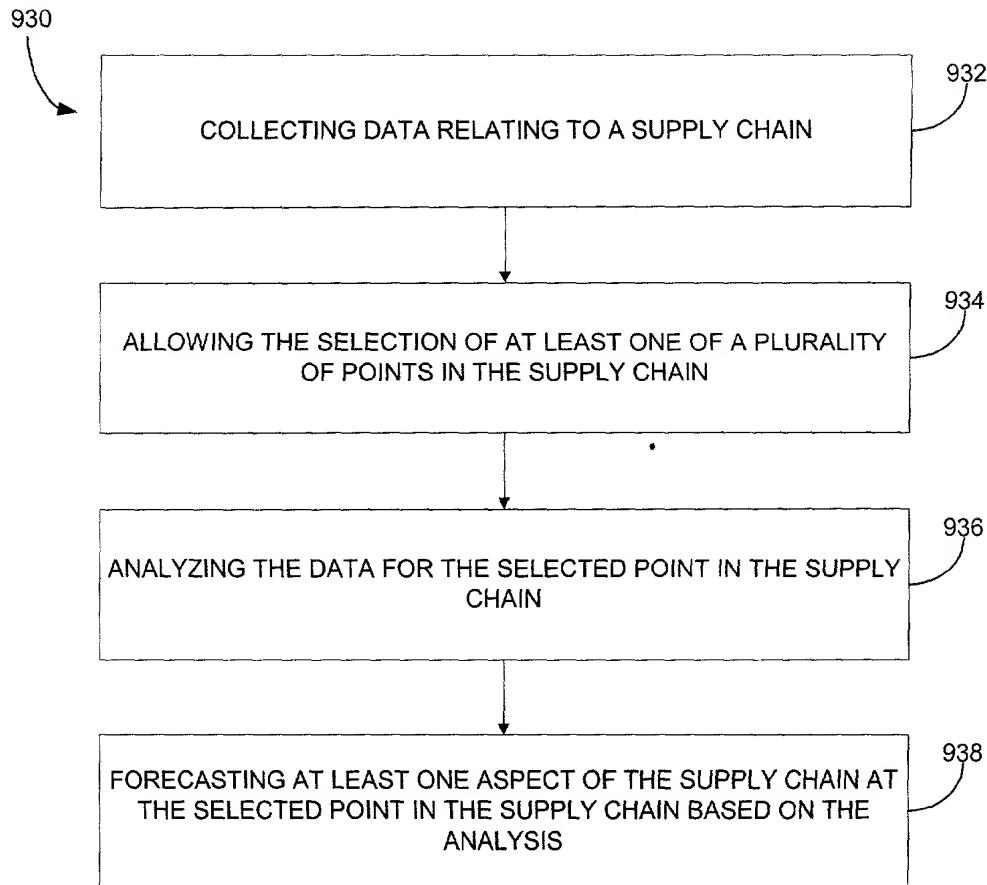
**FIG. 6**



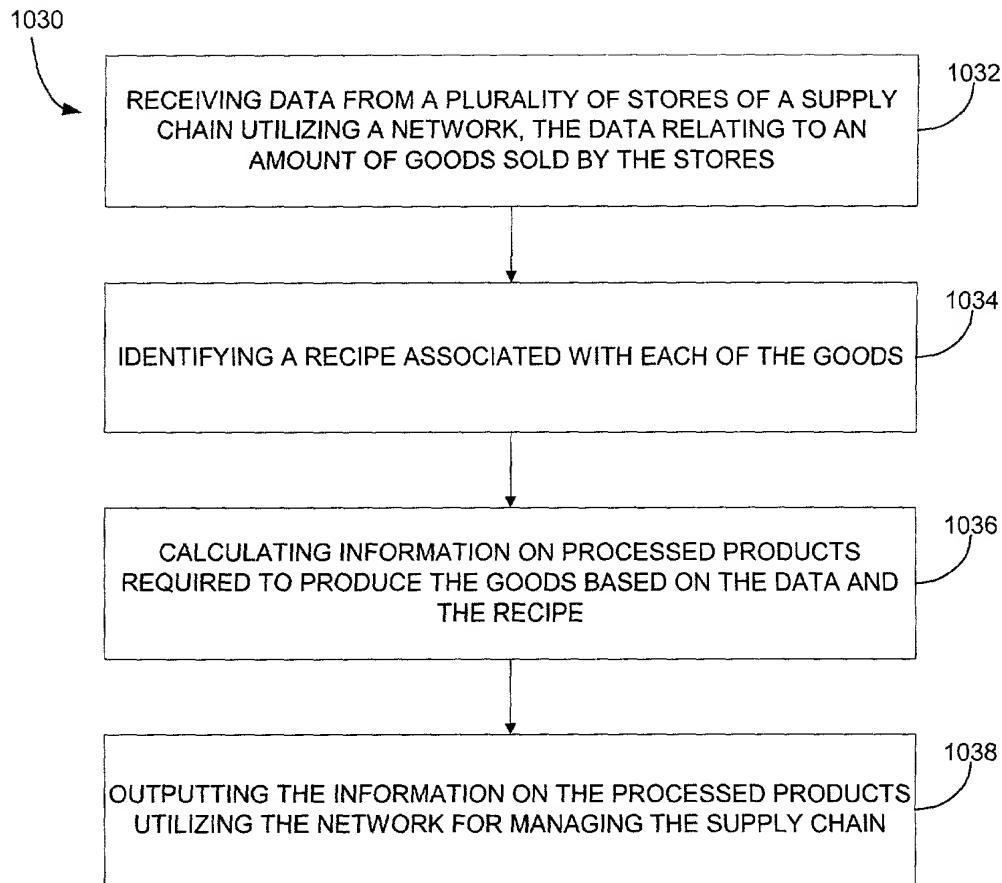
**FIG. 7**



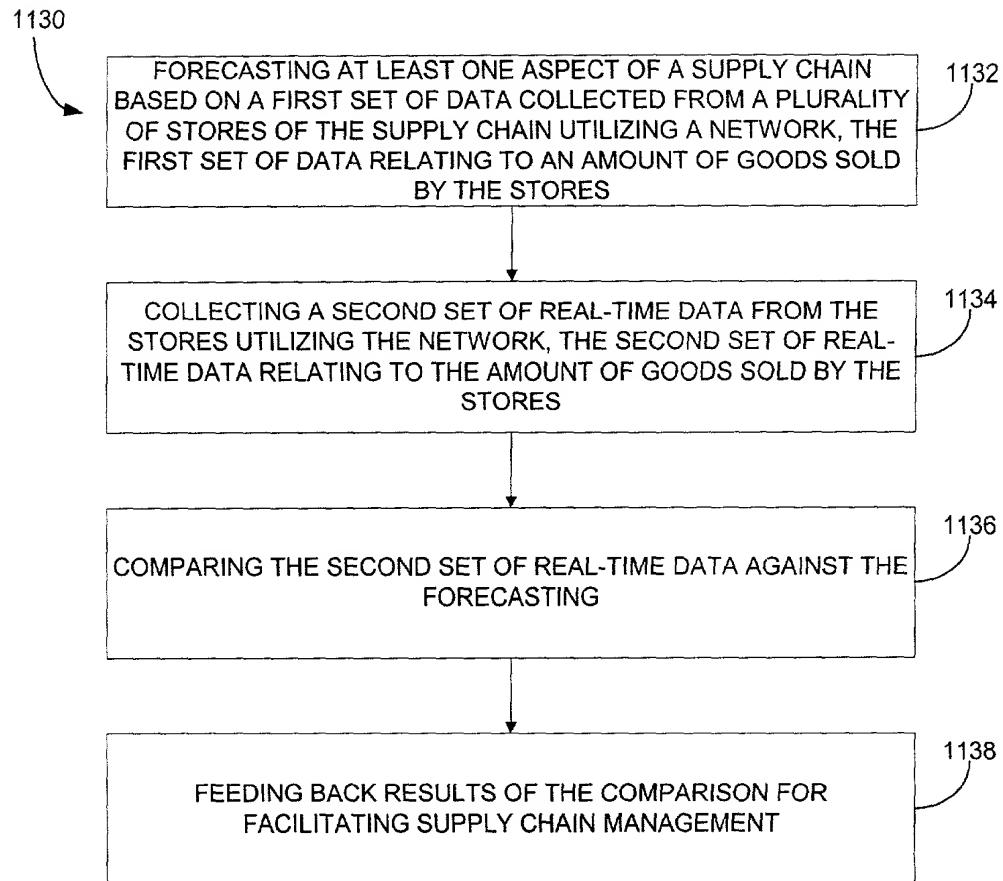
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

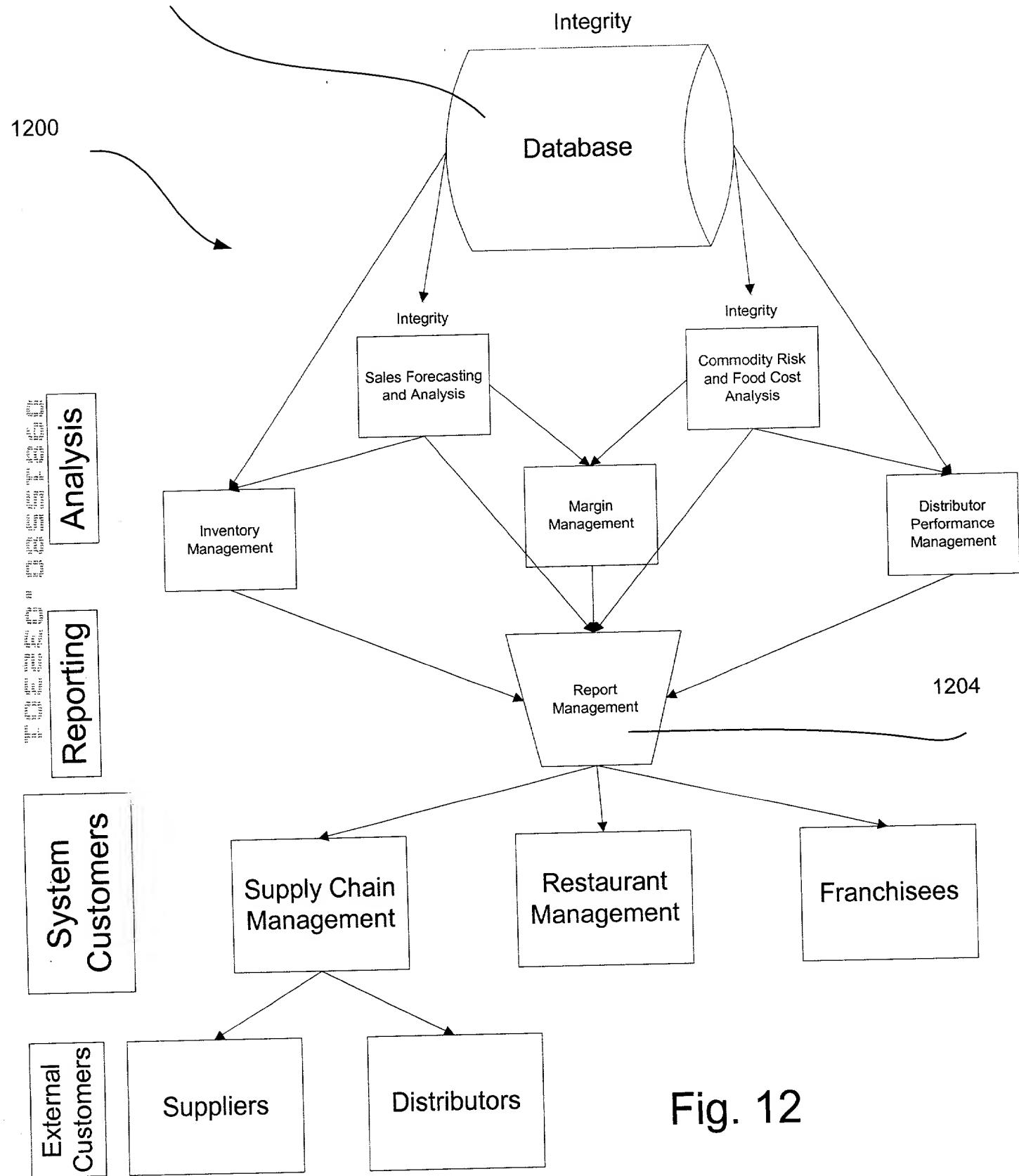
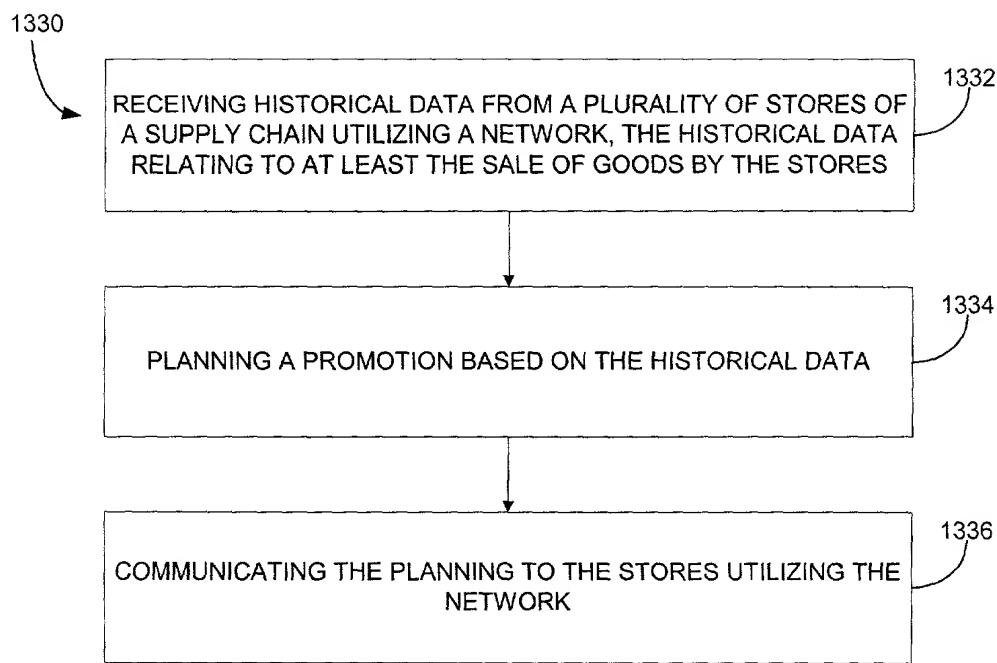


Fig. 12



**FIG. 13**

RECEIVING DATA UTILIZING A NETWORK, THE DATA RELATING TO  
THE SALE OF GOODS BY A PLURALITY OF STORES IN A  
PLURALITY OF REGIONS

1430

TAGGING THE DATA WITH A DATE ON WHICH IT WAS COLLECTED

1434

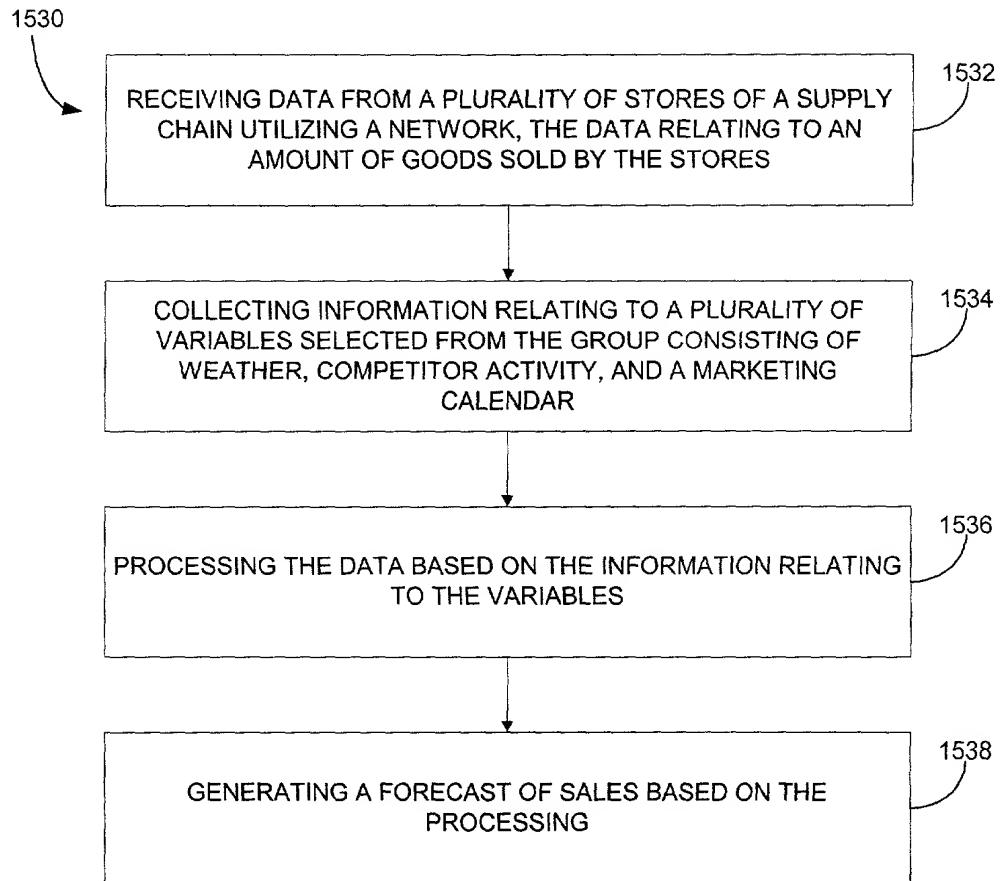
ORGANIZING THE DATA BY REGION AND DATES

1436

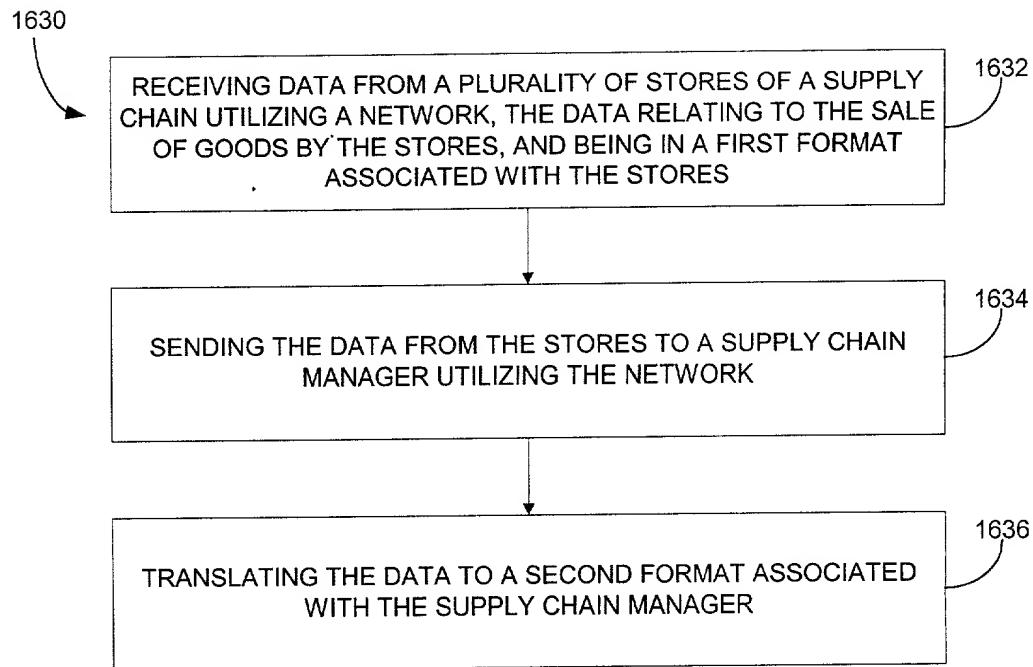
ASSESSING MARKET TRENDS UTILIZING THE ORGANIZED DATA

1438

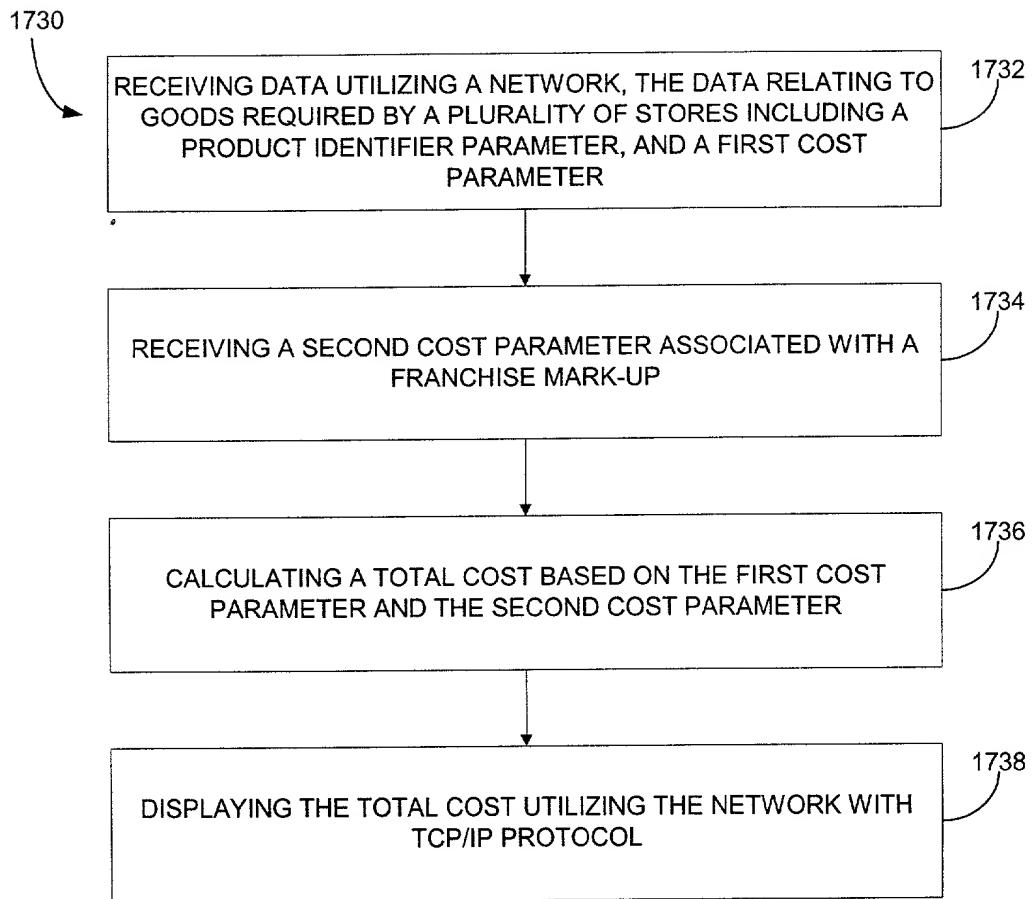
**FIG. 14**



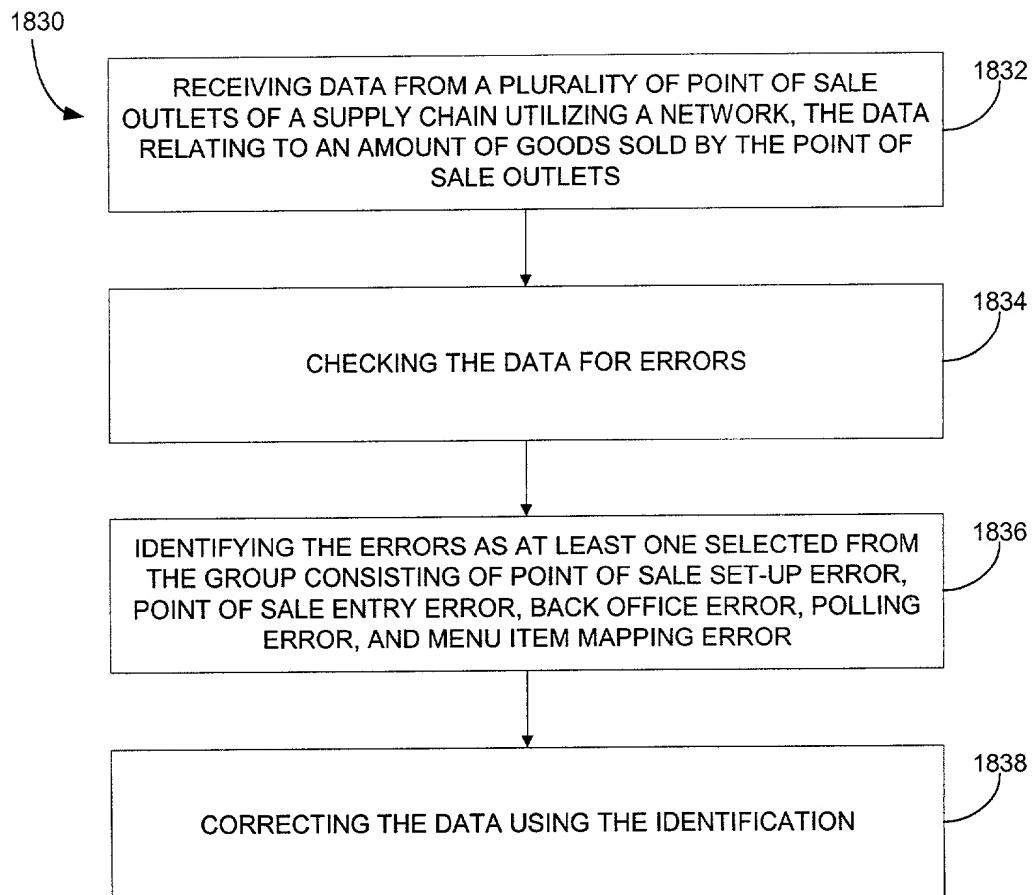
**FIG. 15**



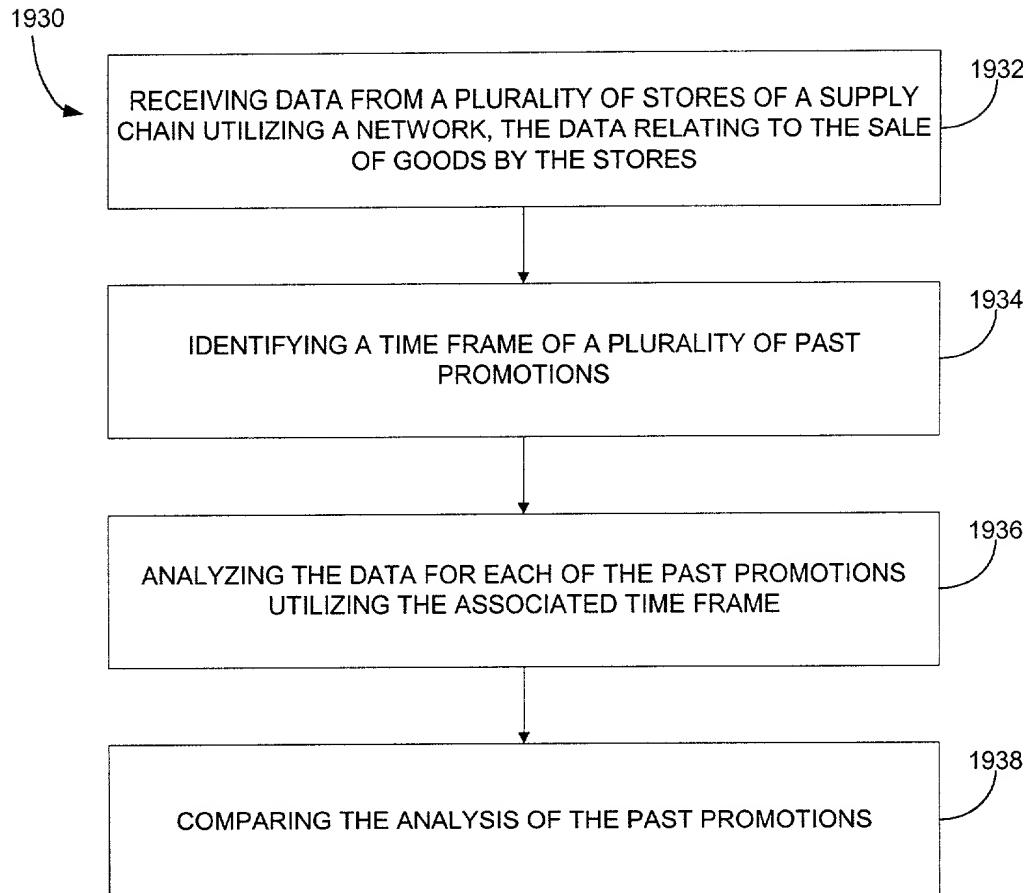
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

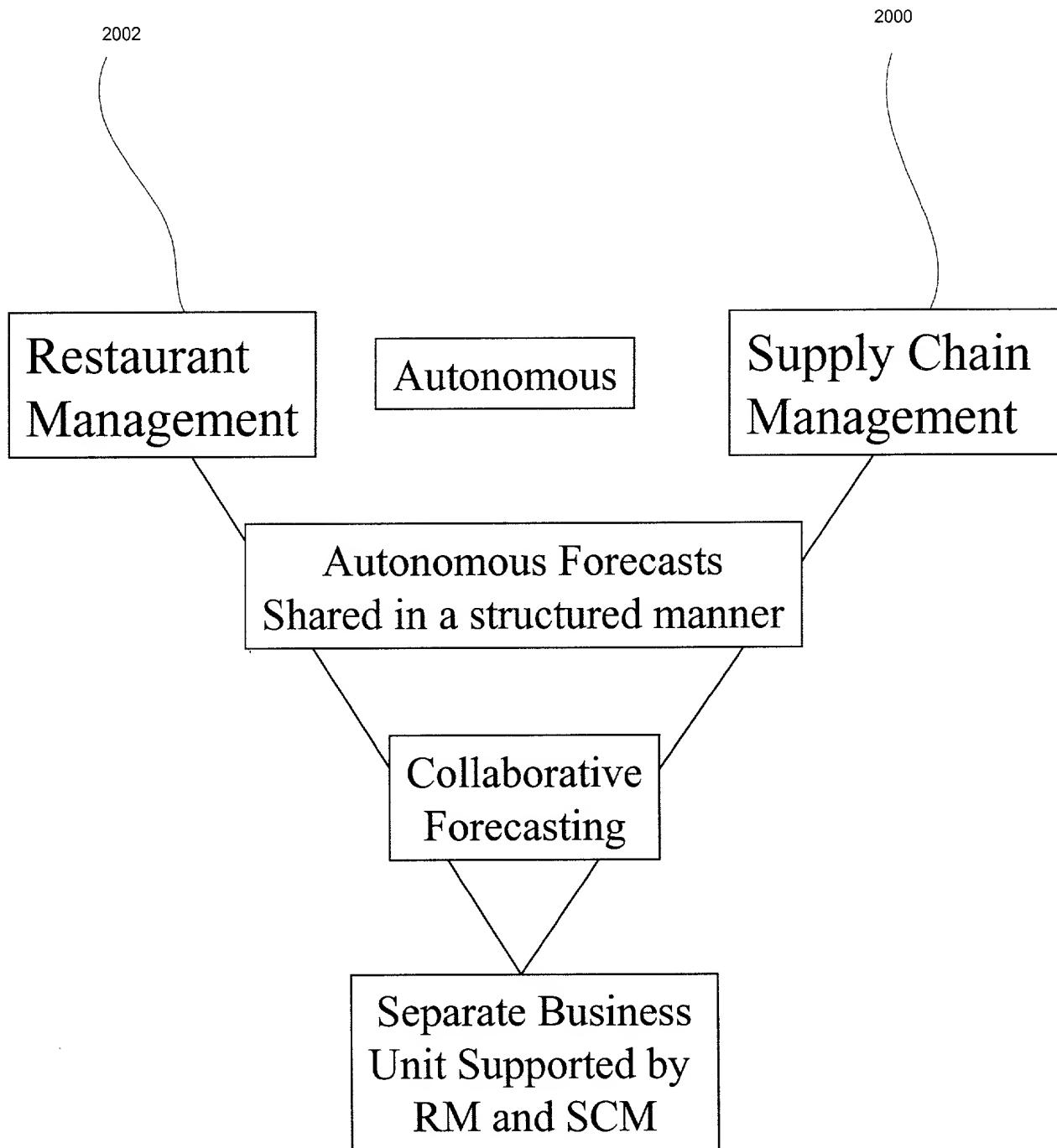
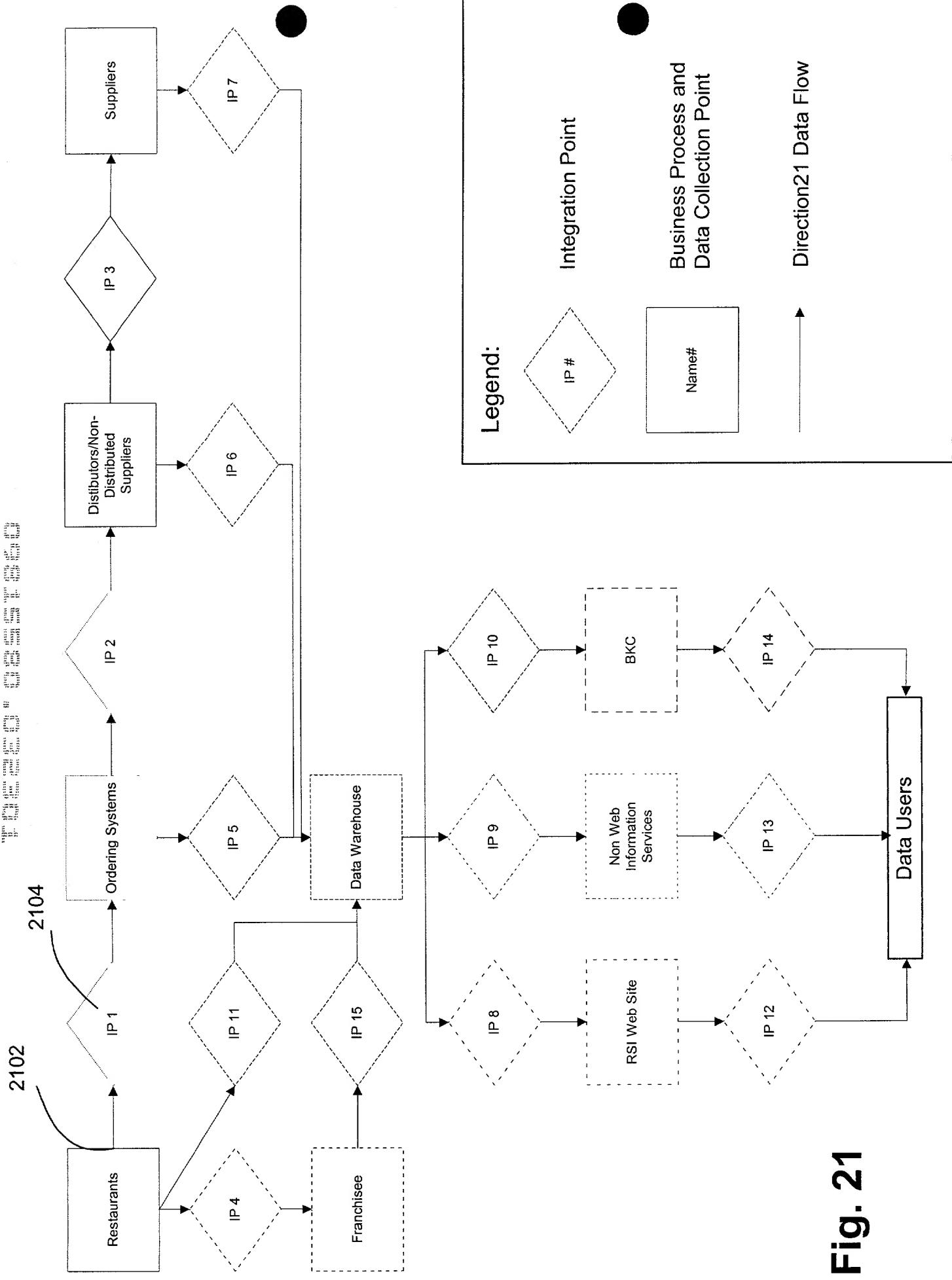
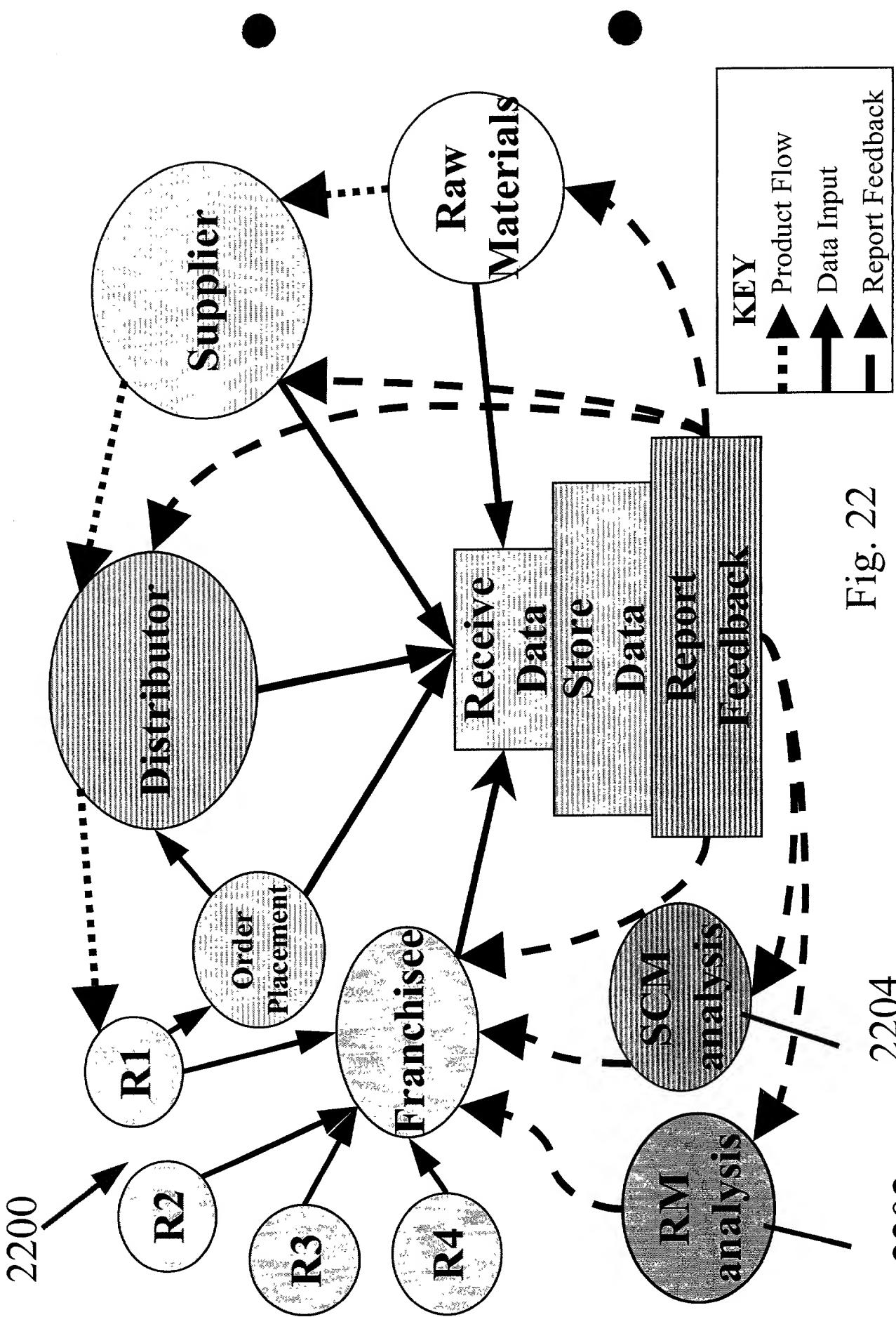
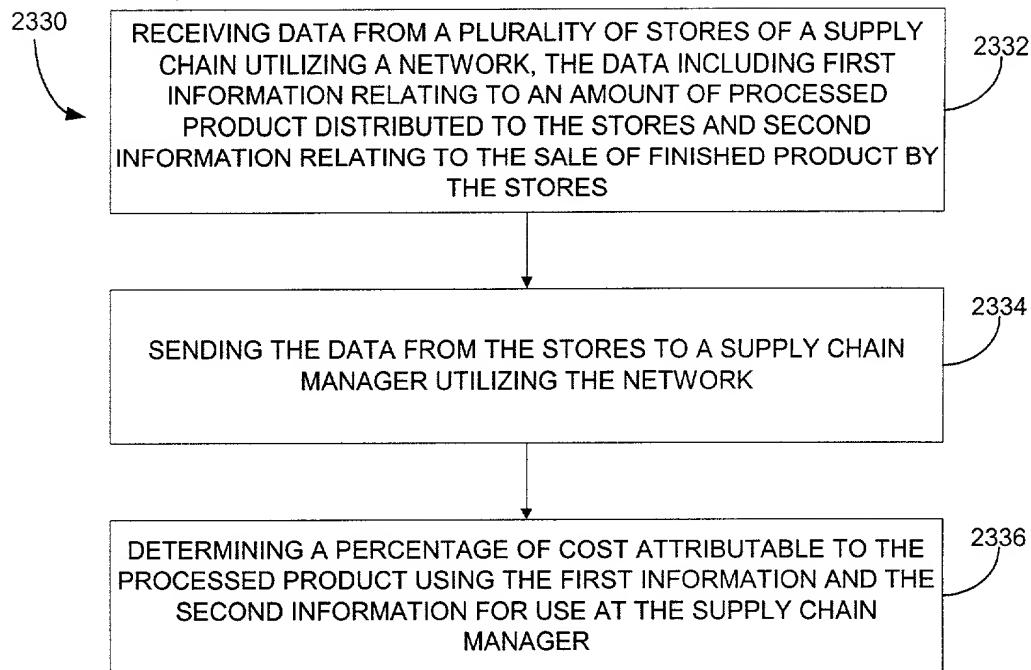


Fig. 20



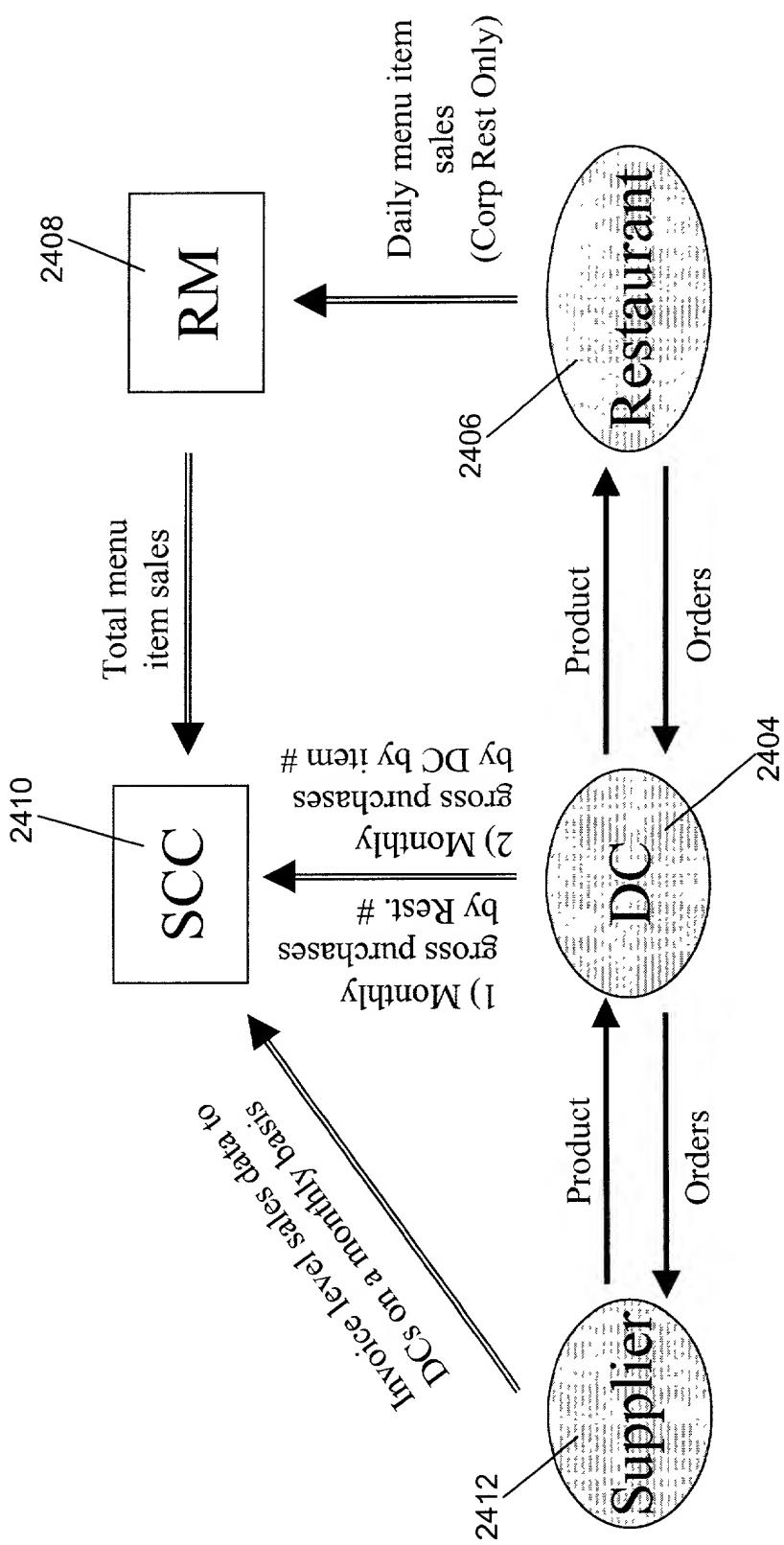
**Fig. 21**





**FIG. 23**

**FIG. 24**



**FIG. 25**

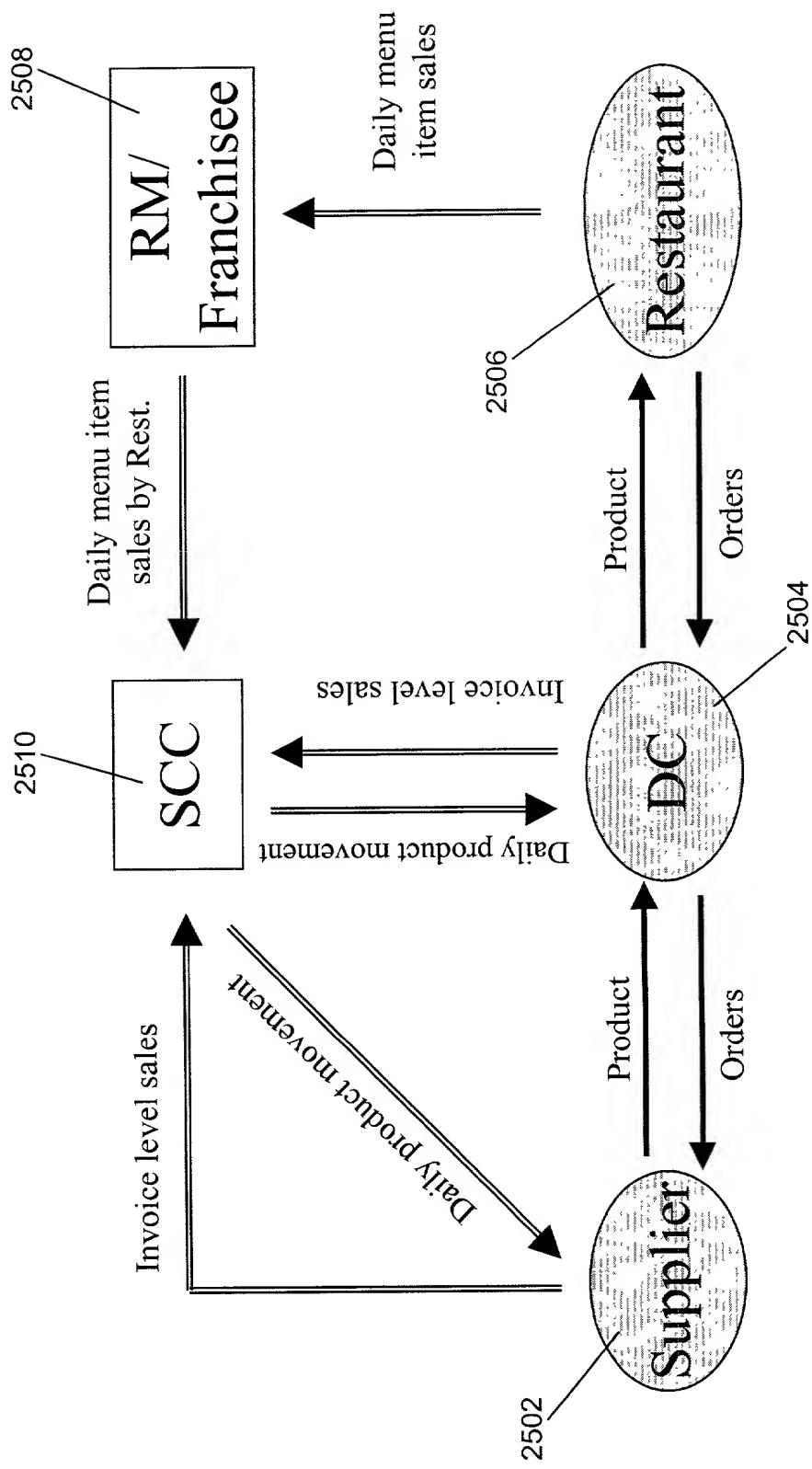


FIG. 26

2600

2602

2604

Sales Forecast Worksheet - System

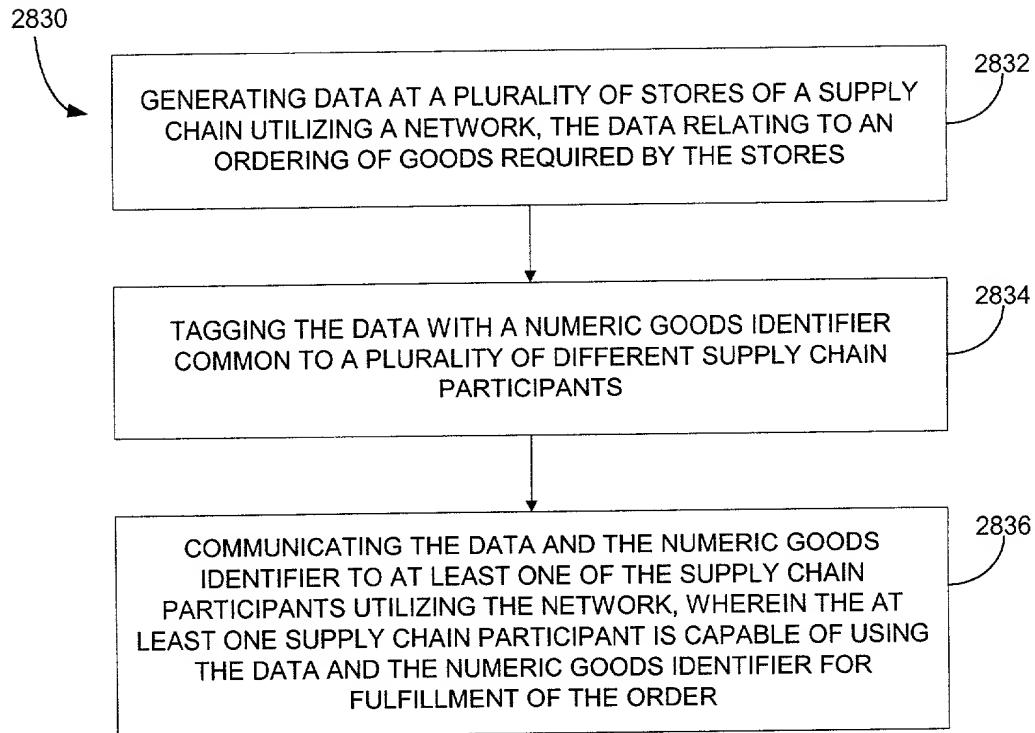
GRP's	Nin'l Marketing Theme	Advertising Score	Local Considerations	Competition Index	Weather Index	Seasonality Index	Historv						Forecast				
							Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3
Key Products by Menu Item (units/day/store)	WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
	WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
	YWWM WHOPPERS etc.....	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
Key Products by Inventory Item (cases/day/store)	Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
	Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.2	0.2	0.3	0.3	0.2	0.2
	Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	2.9	3.1	3.0	2.2
	Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
	Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
	Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
	Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
	Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
	Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
	Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1

**FIG. 27**

Promotional Monitor - System & Regional											
Category	Segment	History			Week #1			D+6			Total
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$4,200
<b>Menu Item Sales for Key Products (units/restaurant/weekly)</b>											\$26,250
Whopper Total	WHOPPERS	215	211	228	269	32	34	37	37	40	60
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35
	YMM WHOPPERS	699	679	714	813	94	103	111	111	120	180
		1,060	1,032	1,090	1,244	144	157	170	170	183	275
											1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)											
Whopper Total	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%
	YMM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%
		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%
											8.0%
											6.9%

2700

2702



**FIG. 28**

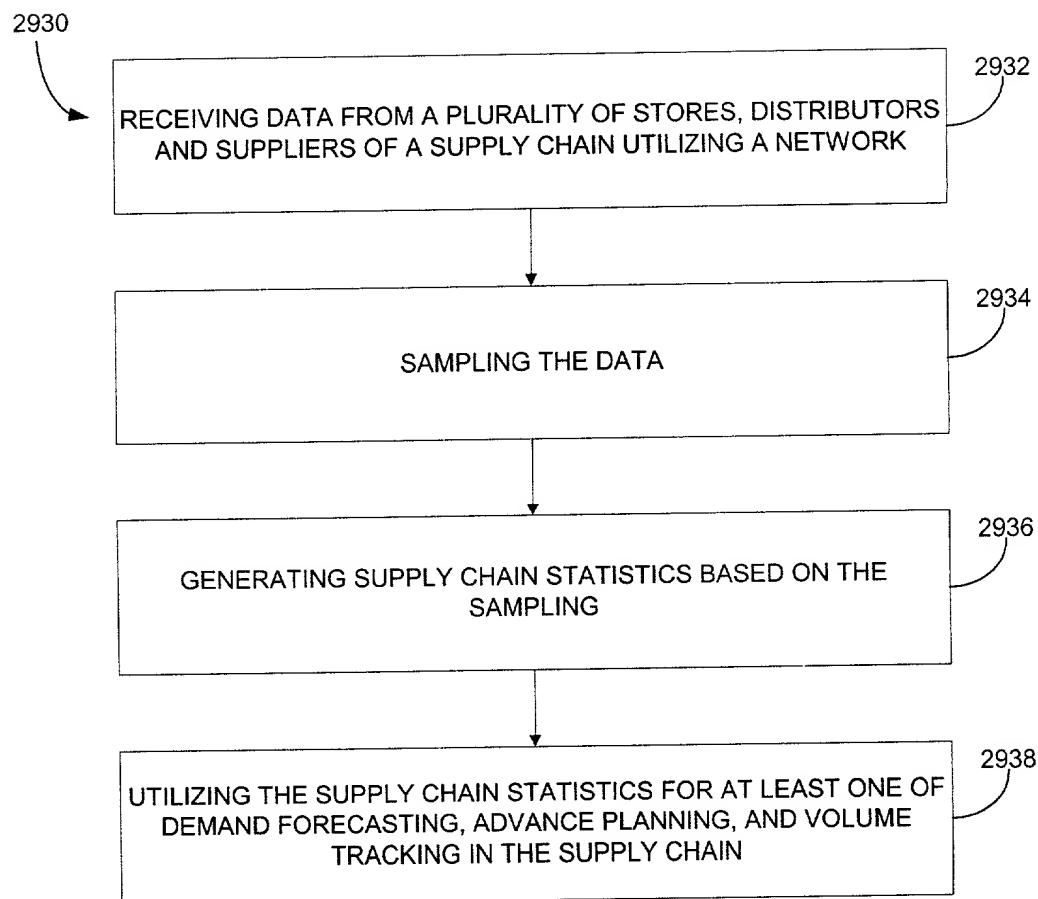


FIG. 29

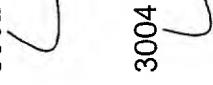
3000



<u>Distribution Center:</u>	Alliant Topeka
<u>Time Period (Month/Yr):</u>	Jun-00

#### Delivery Order Fill Rate

3002



<u>Total Cases Ordered:</u>	65712
-----------------------------	-------

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent:	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004



Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

<u>Delivery Order Fill Rate:</u>	97.52%
----------------------------------	--------

#### On-Time Delivery Rate

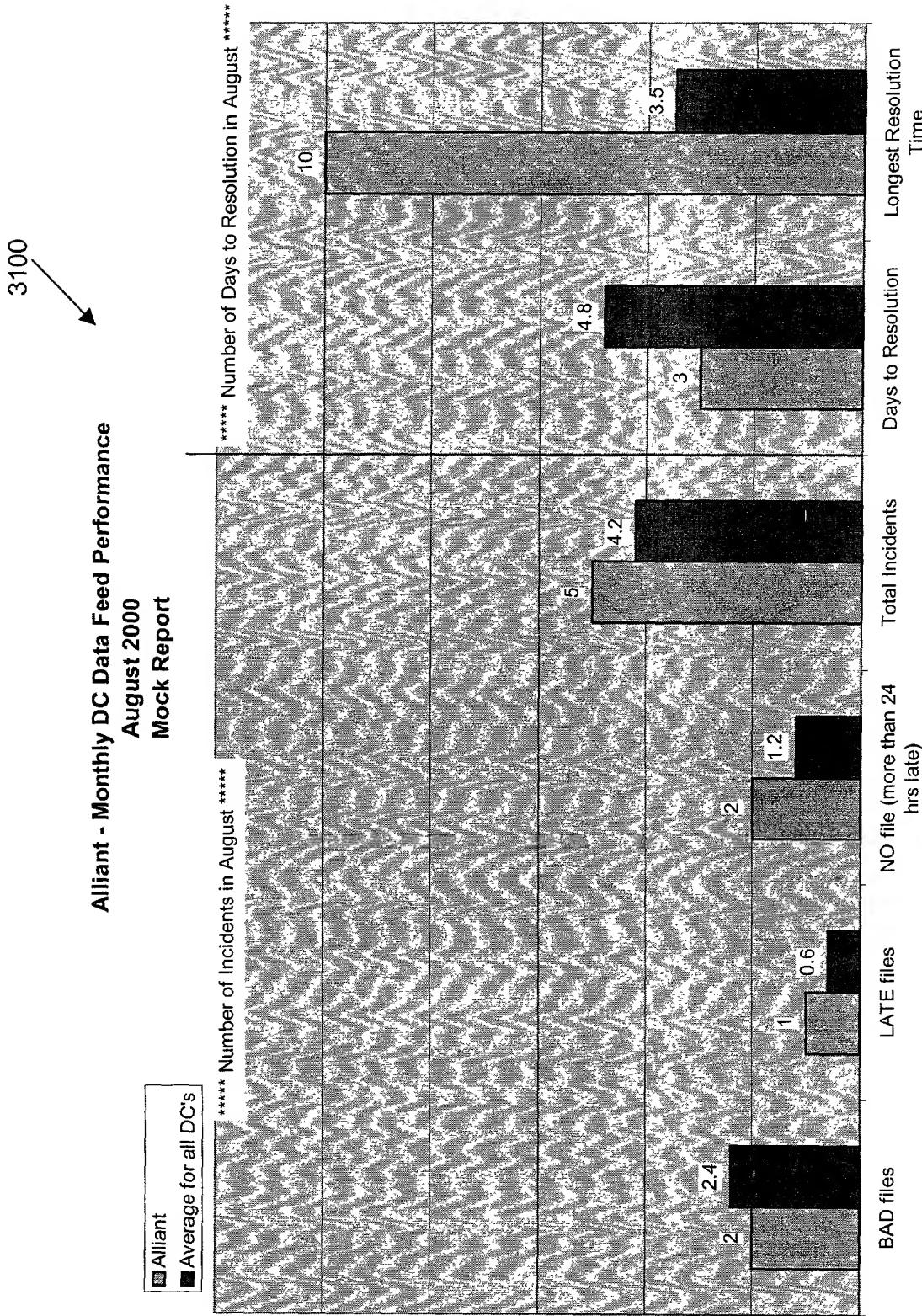
<u>Total # of Deliveries:</u>	1232
<u># of On-Time Deliveries:</u>	
<u>On-Time Delivery Rate:</u>	0.00%

#### Perfect Order Rate

<u>Total # of Deliveries:</u>	1232
<u>Total # of Perfect Orders:</u>	725
<u>Perfect Order Rate:</u>	58.85%

**FIG. 30**

# FIG. 31





## Service Level Reporting August

3200

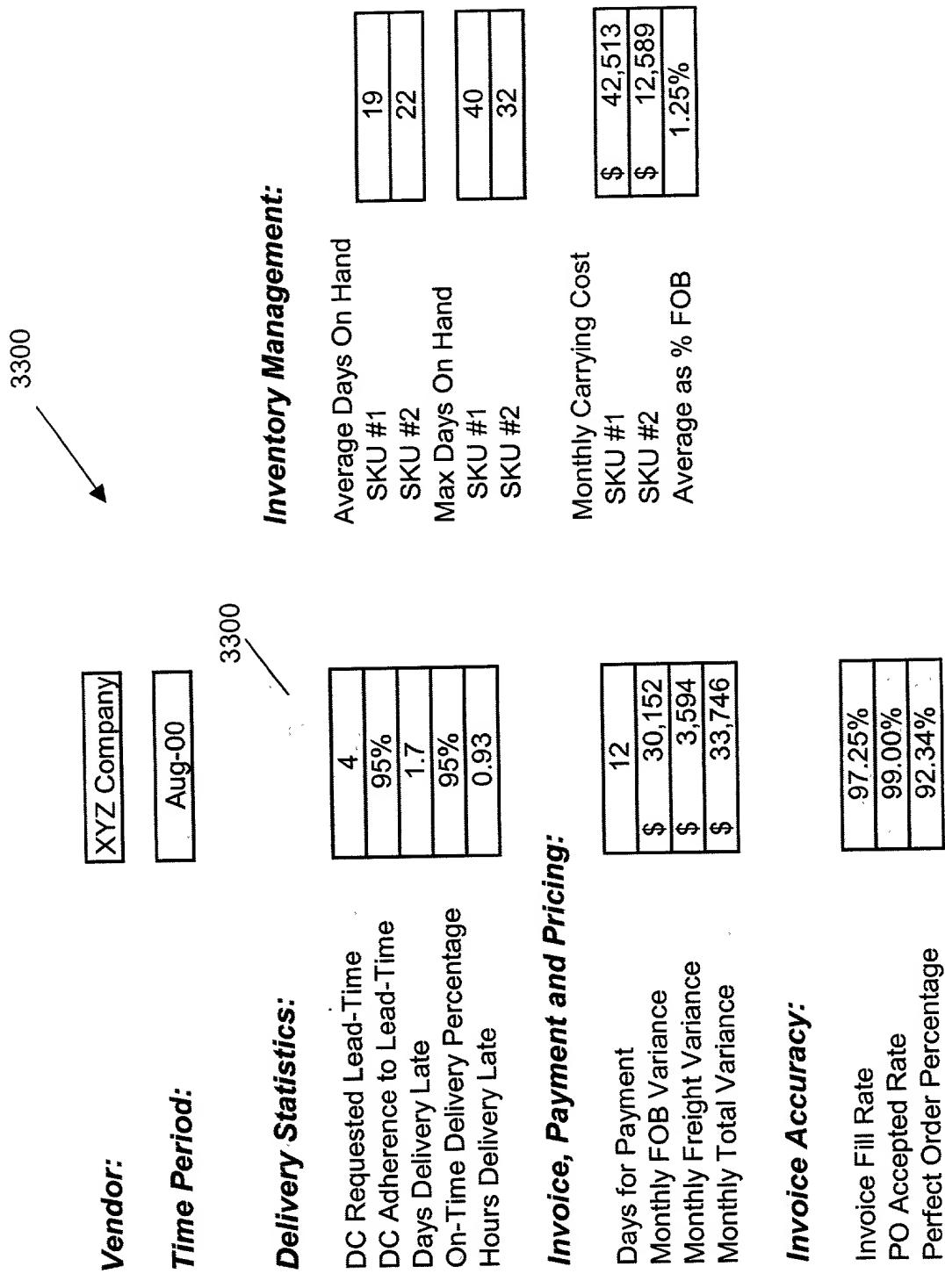
	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	90.05%	
Alliant-Topeka	99.05%	98.71%	
Alliant-Wixom	99.34%	92.91%	78.70%
King-Atlanta	99.65%	96.56%	80.90%
King-Jacksonville	99.78%	94.53%	86.98%
King-Louisville			
Maines 29-Conklin	99.41%		79.25%
Maines 30-Cleveland	99.41%		
Maines Long Island	99.88%		79.83%
Maines New England			
MBM Fullerton	99.12%	94.16%	#DIV/0!
MBM Lewisville	99.51%	92.88%	#DIV/0!
MBM Orlando	99.76%	93.60%	#DIV/0!
MBM-Rocky Mount	99.13%	92.46%	#DIV/0!
McCabb's	99.80%	99.72%	96.84%
McLane Lubbock	#DIV/0!	#DIV/0!	
Nicholas & Co.	99.00%	96.04%	85.37%
PFD Supply	99.16%	90.79%	80.12%
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%	97.79%	
Reinhart-Cedar Rapids	99.05%	96.65%	
Reinhart-Oak Creek	99.31%	94.39%	
Reinhart-Rogers	99.00%	95.94%	
Restaurants NW	99.03%	93.07%	80.47%
Shamrock Commerce City	99.56%	94.38%	85.13%
Shamrock Phoenix	98.81%	94.38%	
Sigma Harrisburg	99.85%		82.88%
Sigma Stockton	99.88%		
Sysco	99.88%	100.00%	92.47%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BK Min

**FIG. 32**

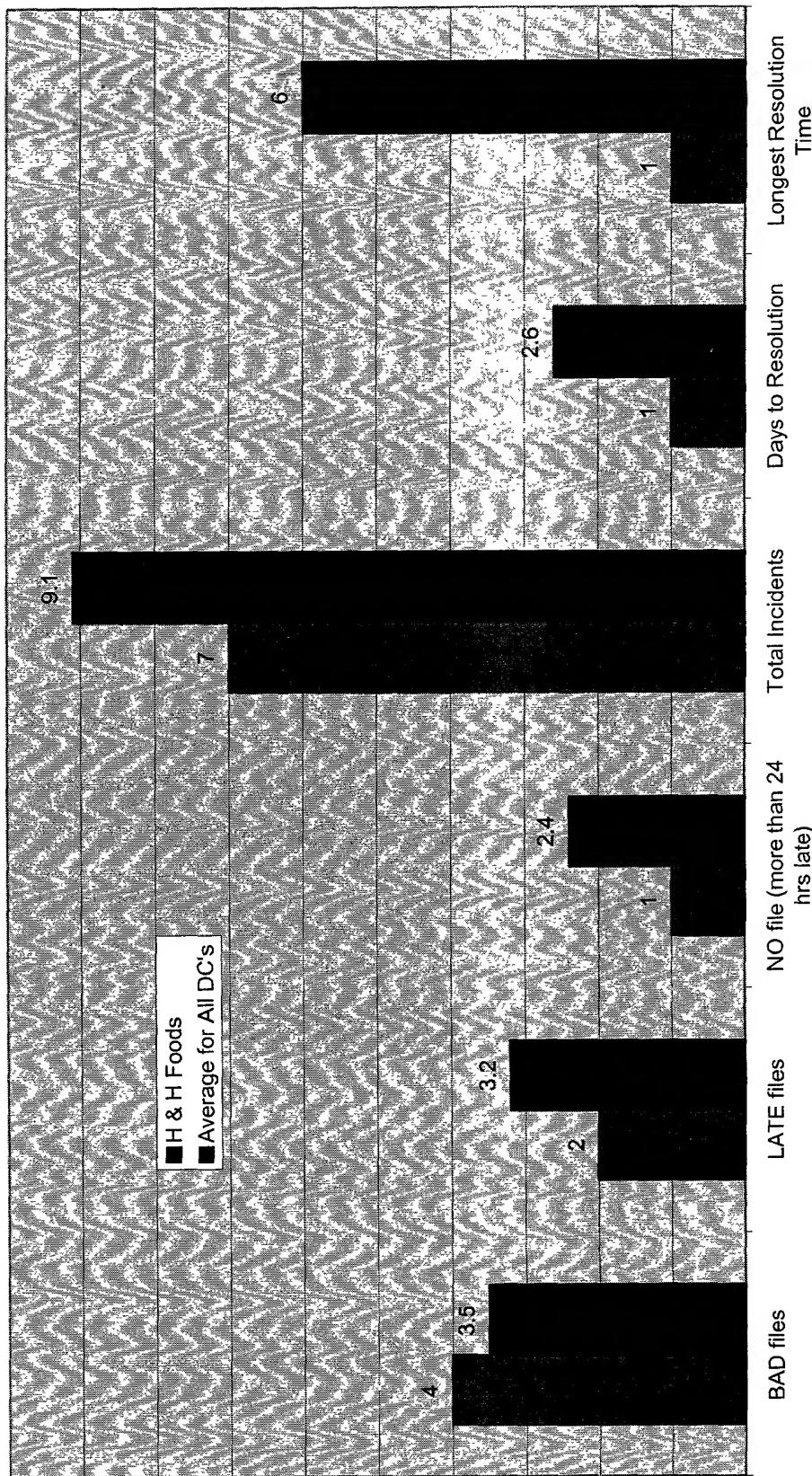
# FIG. 33



**FIG. 34**

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →



**FIG. 35**



3500

## Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,904		2.33%
COWARK INSTRUMENTS, INC.	\$4,861		2.41%
WHITEFORD FOODS, INC.	\$0	97.3%	
LEPAGE BAKERY/COUNTRY KITCHEN	\$3,700		2.16%
ICR SYSTEM MEDIA	\$0	92.1%	
SIGNATURE MEATS GROUP	\$0		1.94%
SCAMMELLS BAKING CO	\$0	95.1%	
WAU CUP	\$0		1.50%
MIRA PLASTICS	\$0		1.25%
DIXIE PRODUCE & PACKAGING	\$0		
NORLAKE INC.	\$0		1.46%
FORT JAMES OPERATING COMPANY	\$0	98.6%	
FRESH ADVANTAGE KC	\$0		1.90%
SILVER KING - MN - CORP	\$0		
TYSON FOODS	\$0		
READY ACCESS			2.44%
GEORGIA PACIFIC ISSUE		94.8%	
COUGHERY PACKING		93.4%	2.51%
BEVERAGE AIR	\$0		
COMPONENT HARDWARE GROUP, INC.			2.06%
COCA-COLA USA	\$0		
TOASTMASTER	\$1,909	93.5%	1.55%
GRANT COUNTY FOODS		96.3%	2.20%
FRESH EXPRESS	\$0		
TAYLOR FARMS	\$0		1.04%
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, INC.	\$3,428		
ROSE PACKING COMPANY		93.3%	2.99%

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

## Mock Report/1

3600

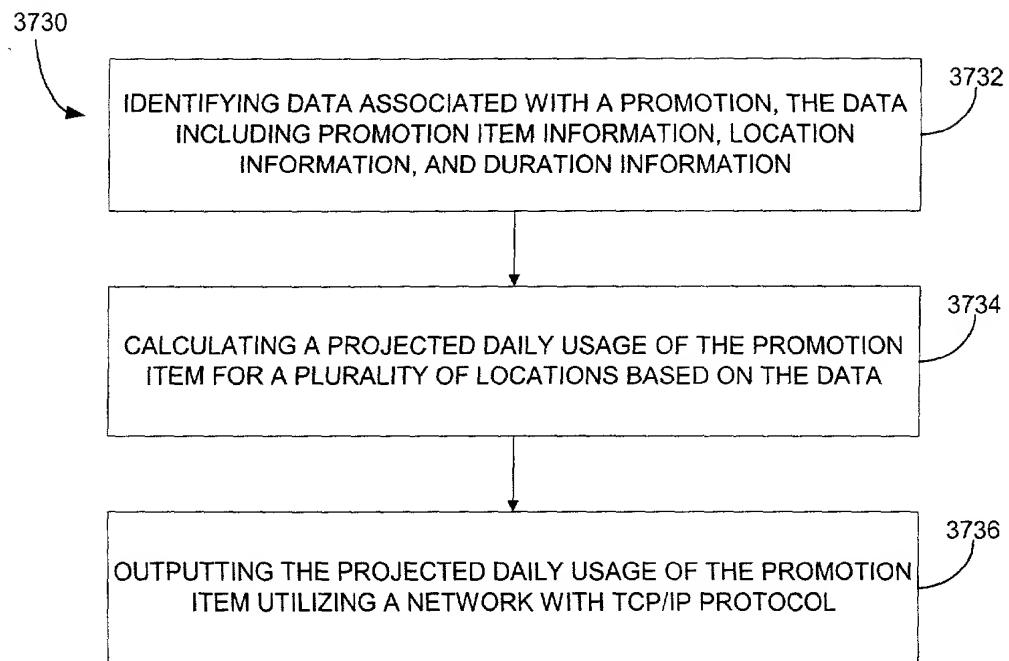


	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<b>Food Cost Index</b>									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59		0.30					
Good/(Bad)									
<b>Total Dollar Purchases (in Millions) /2</b>									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

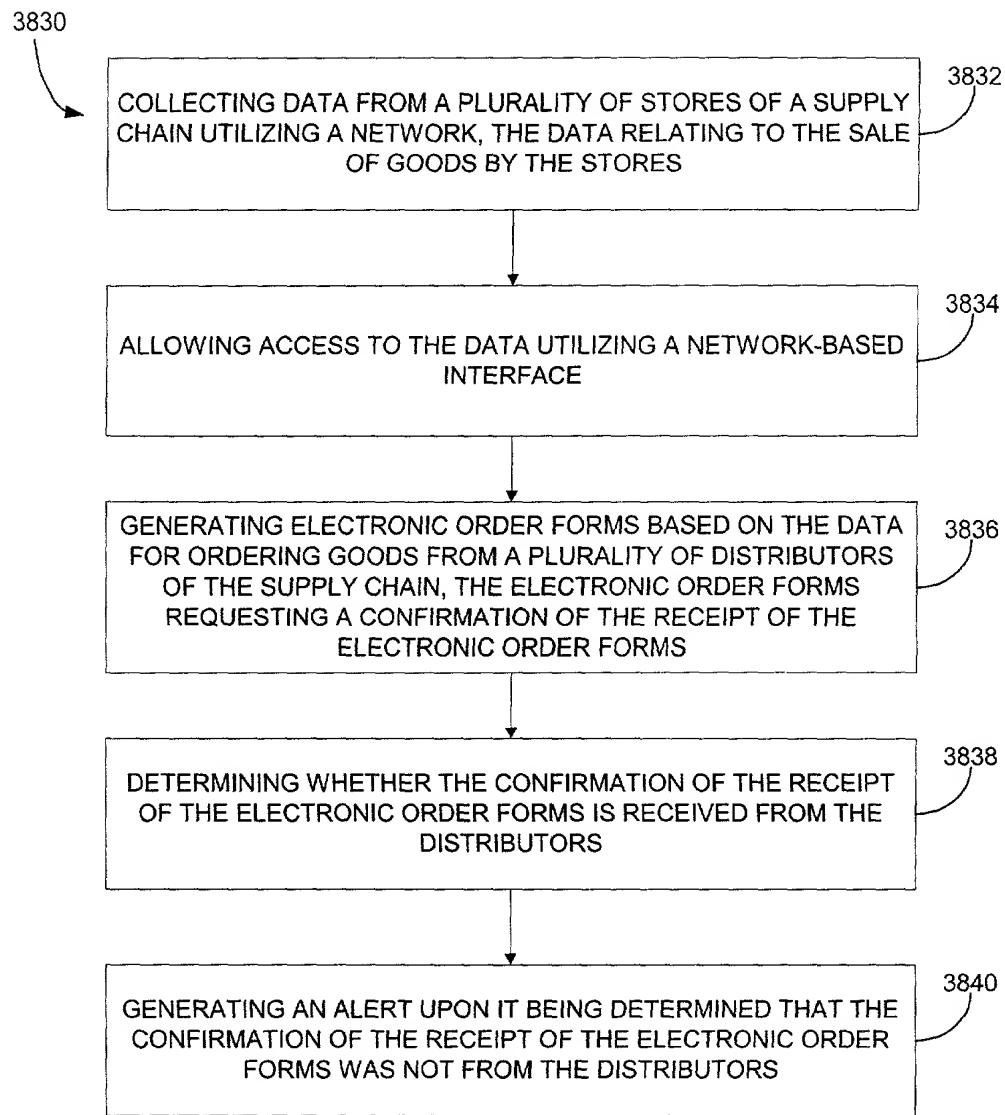
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

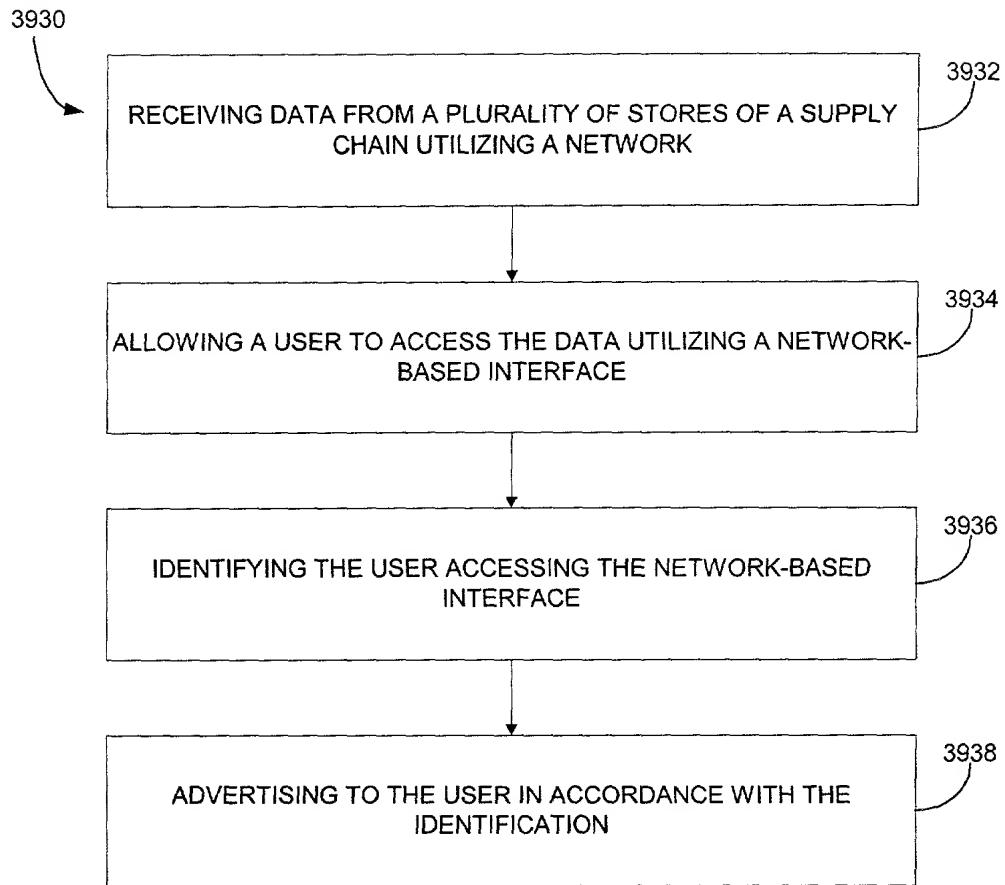
## FIG. 36



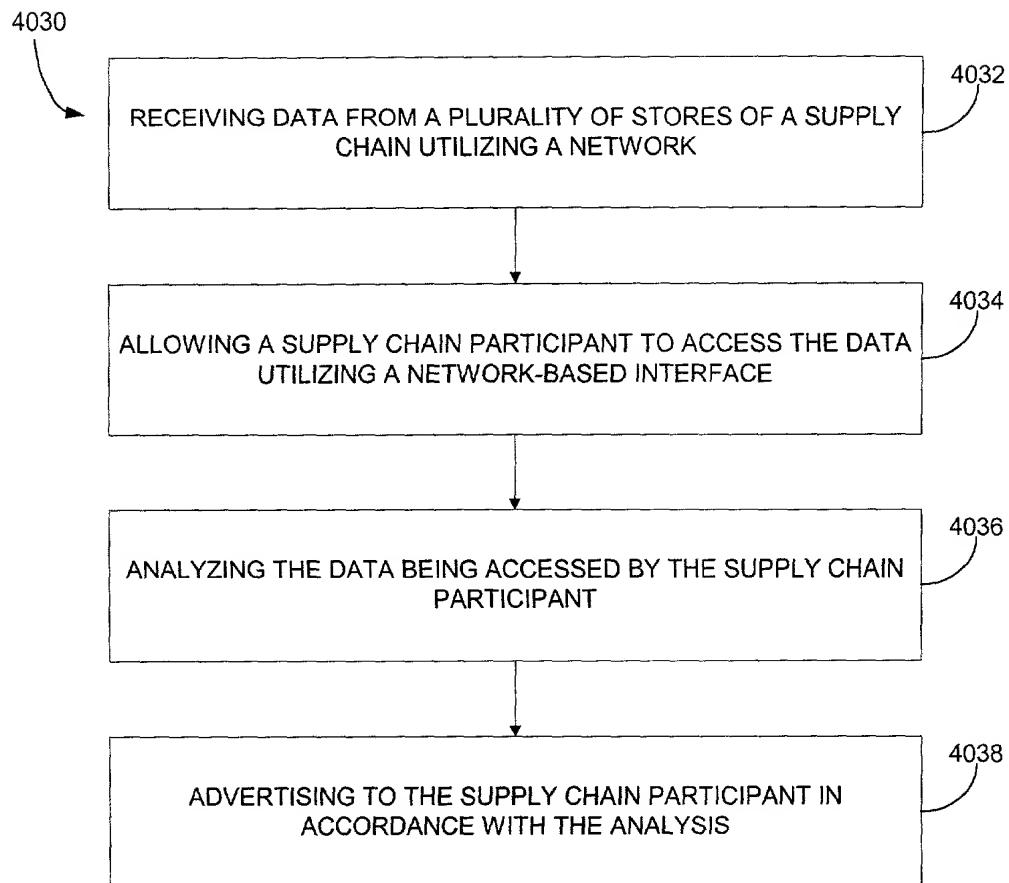
**FIG. 37**



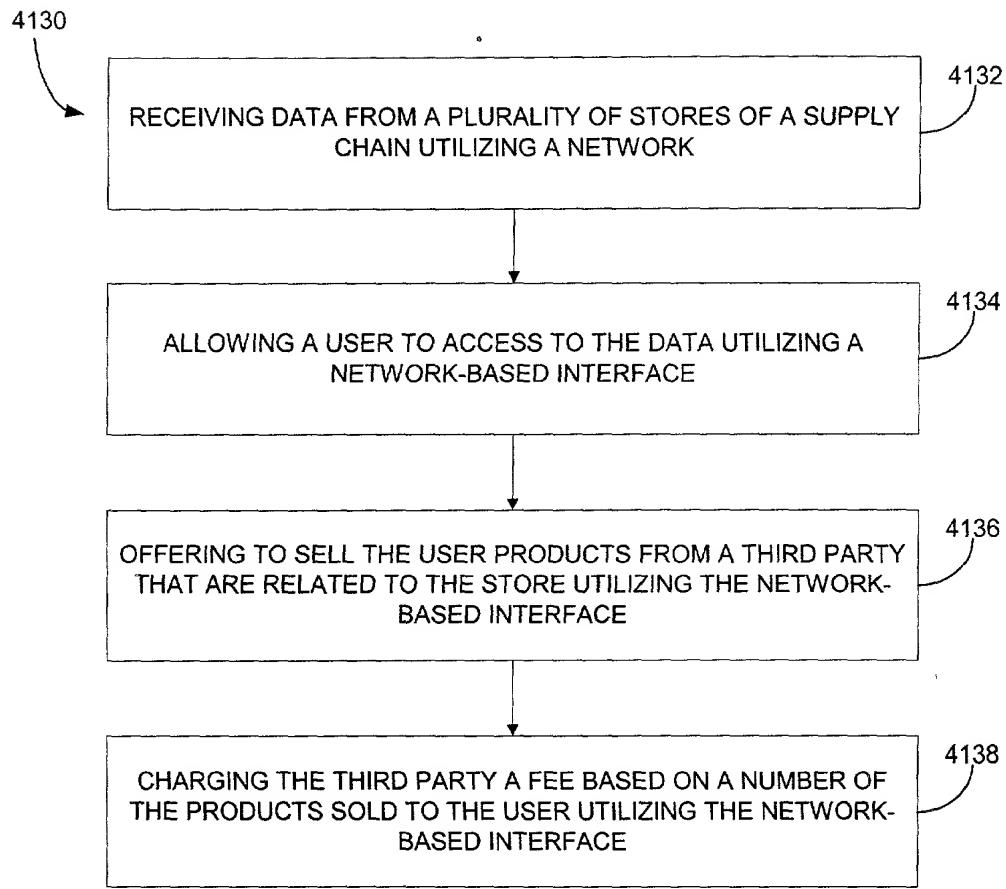
**FIG. 38**



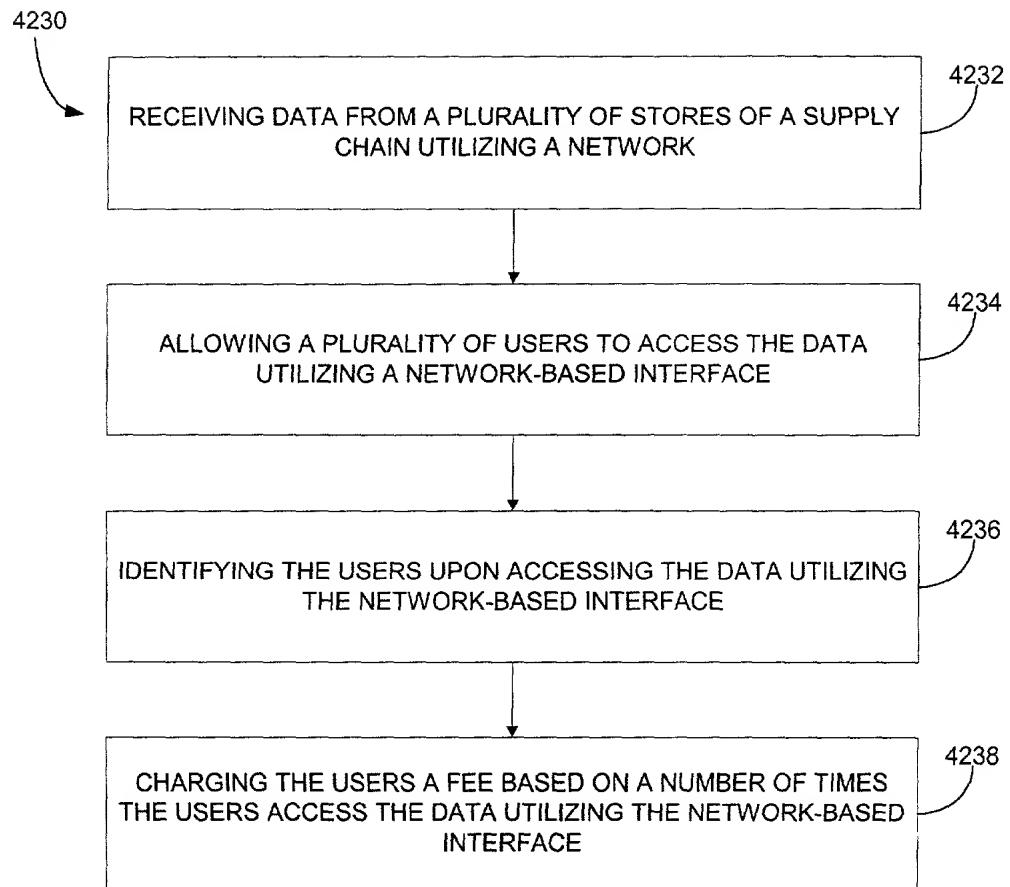
**FIG. 39**



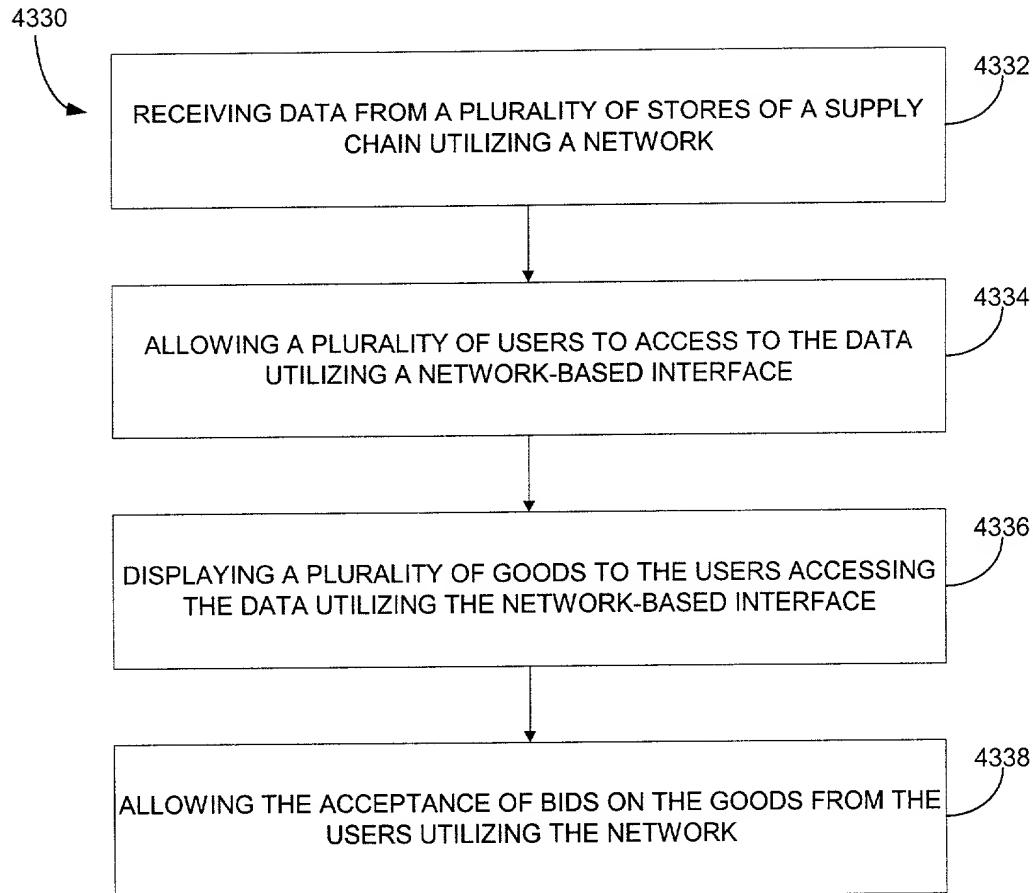
**FIG. 40**



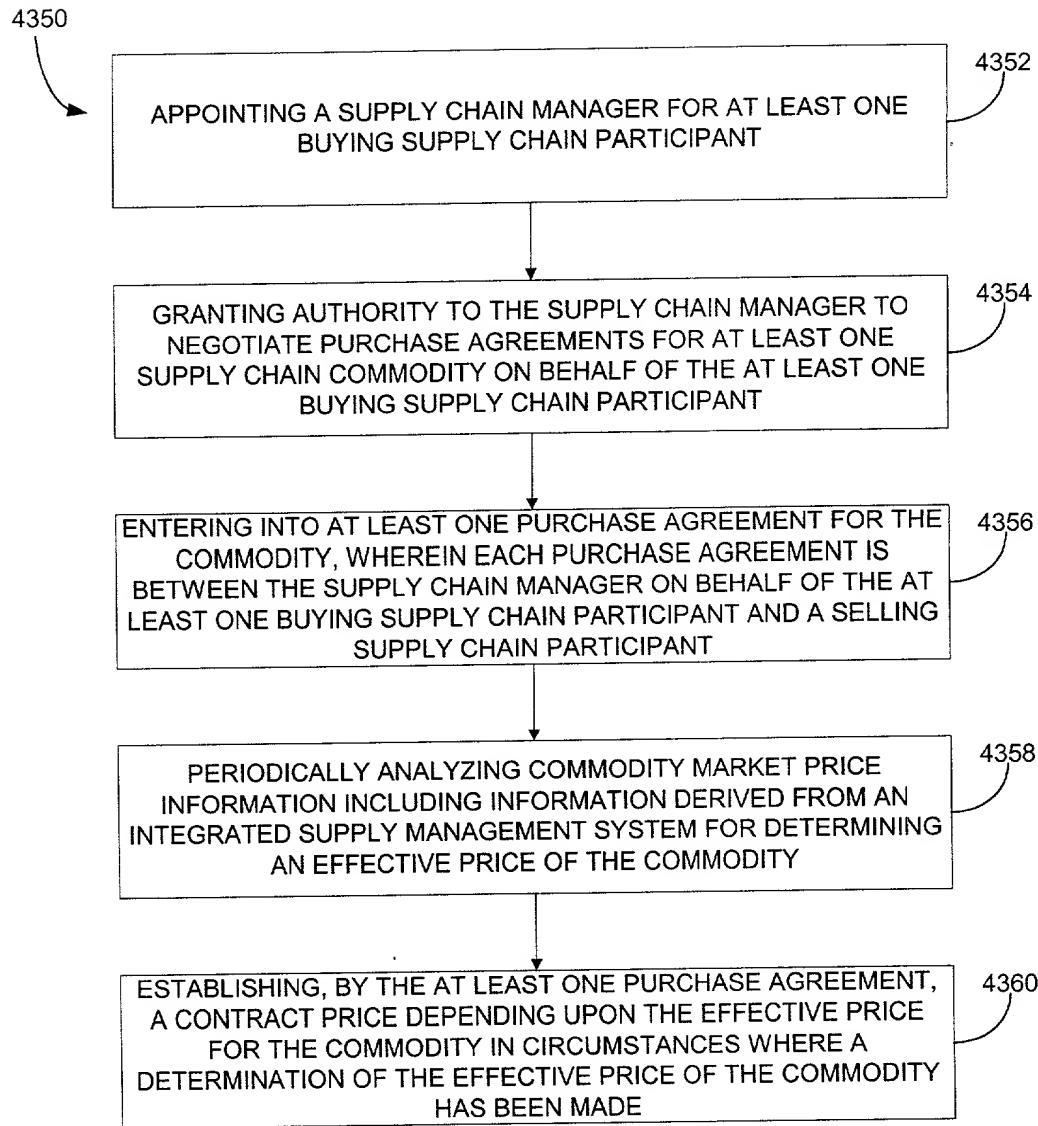
**FIG. 41**



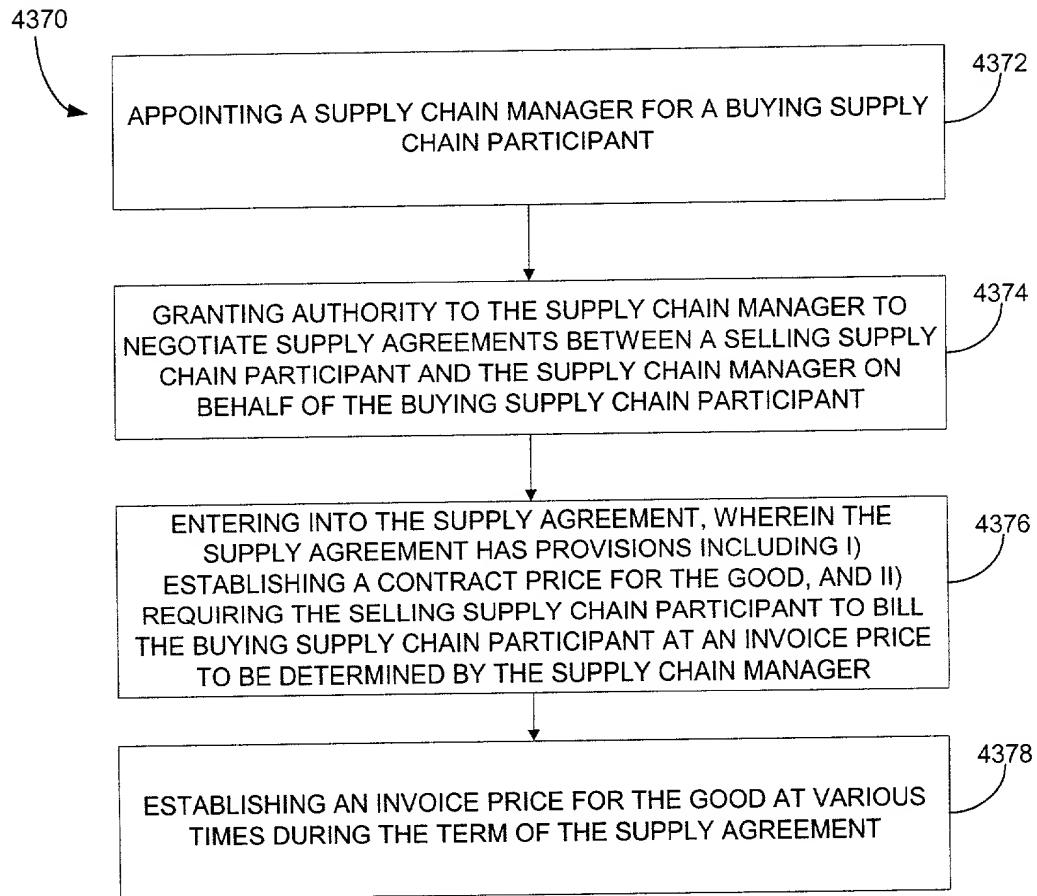
**FIG. 42**



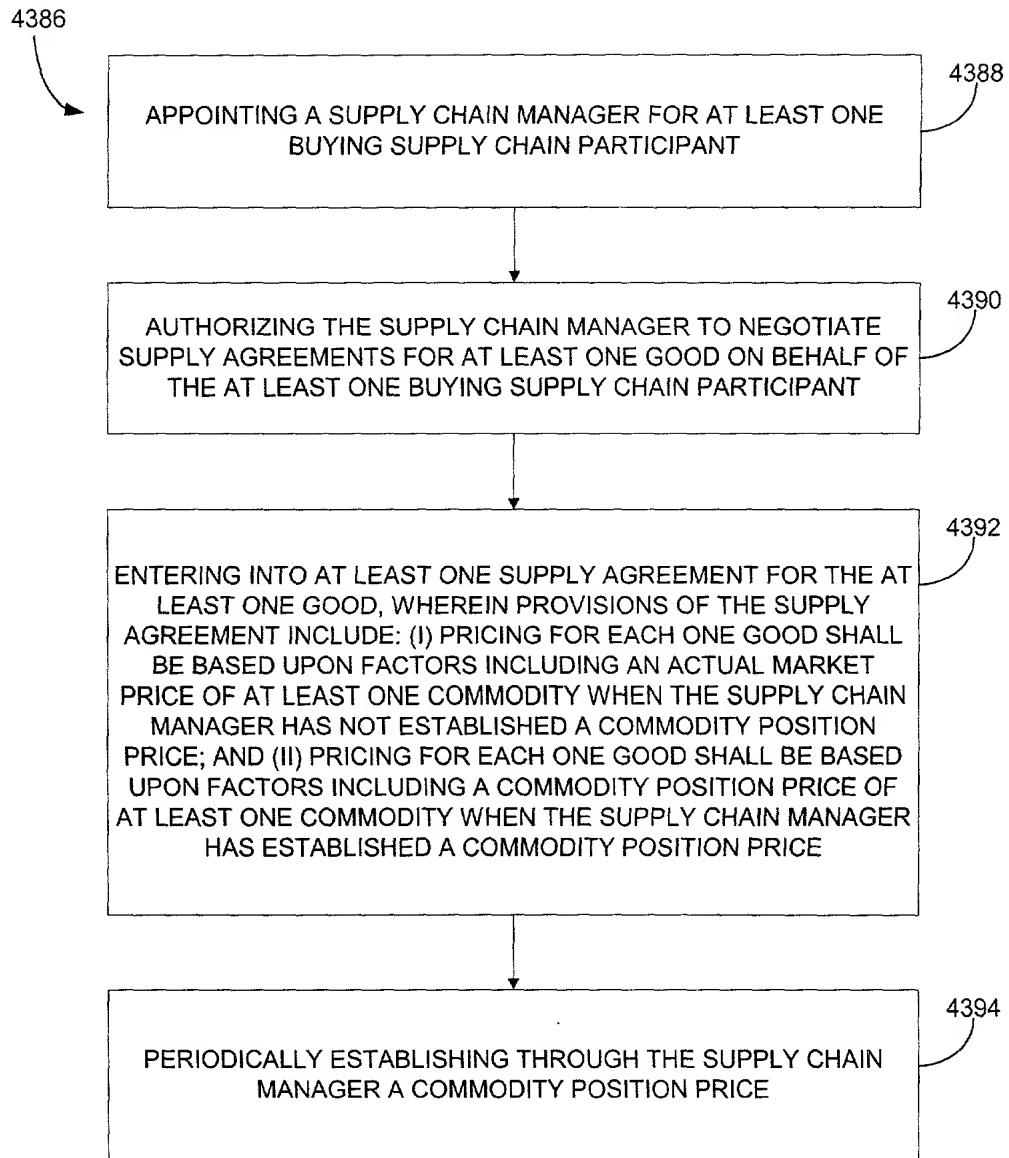
**FIG. 43A**



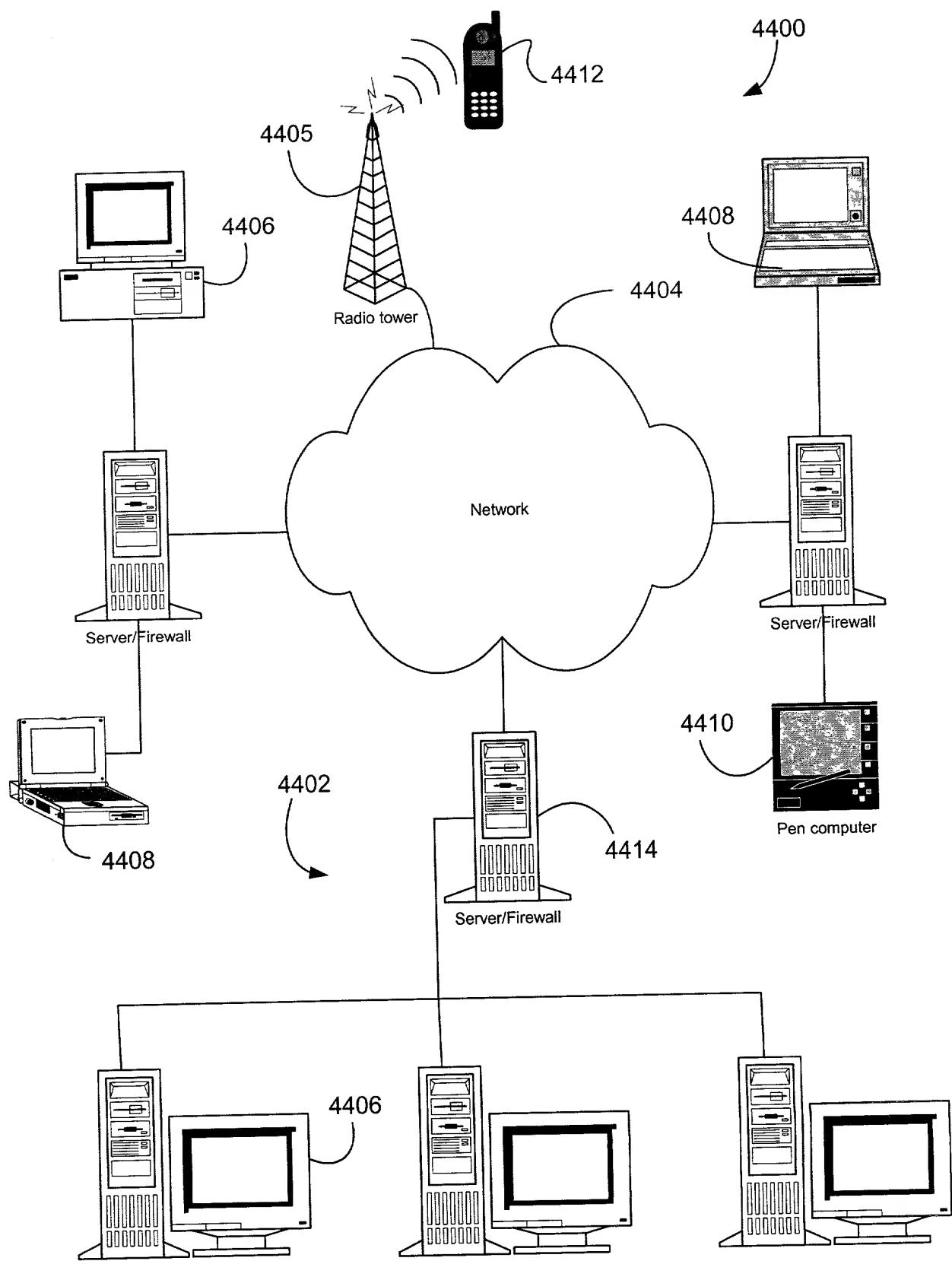
**FIG. 43B**



**FIG. 43C**

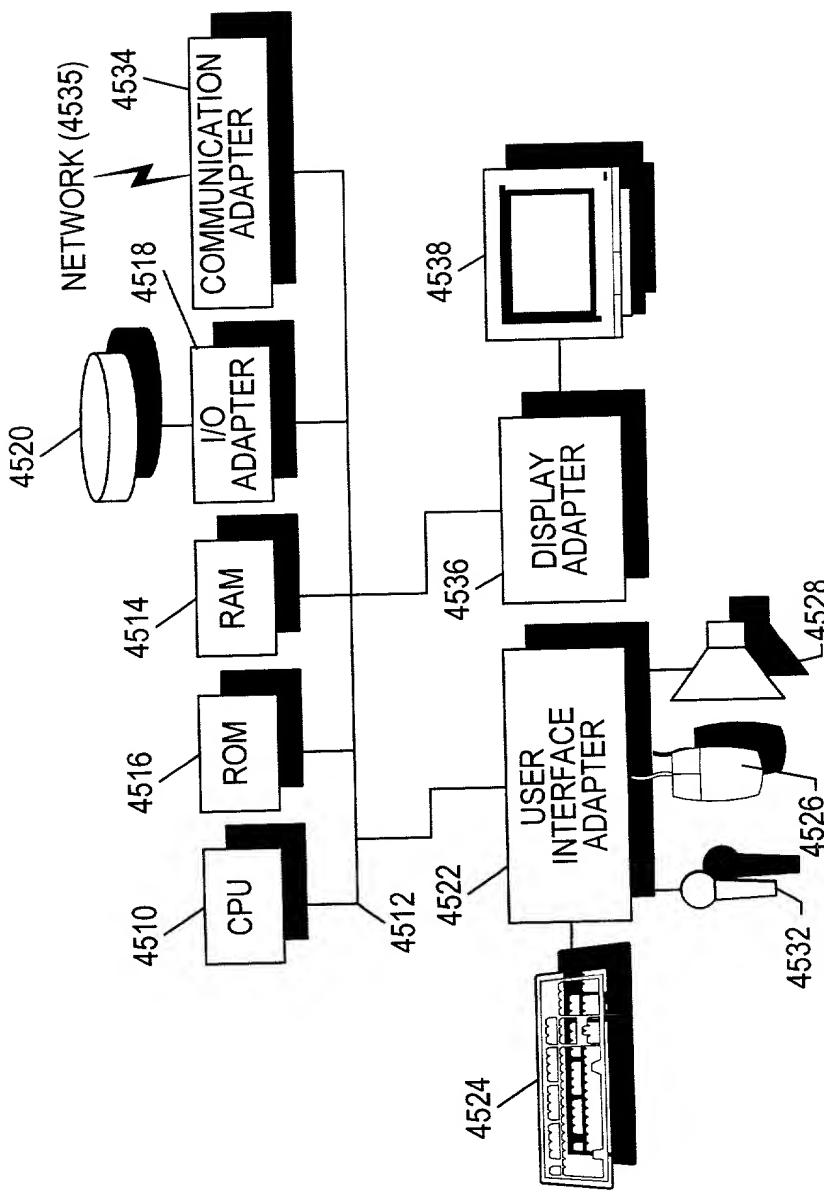


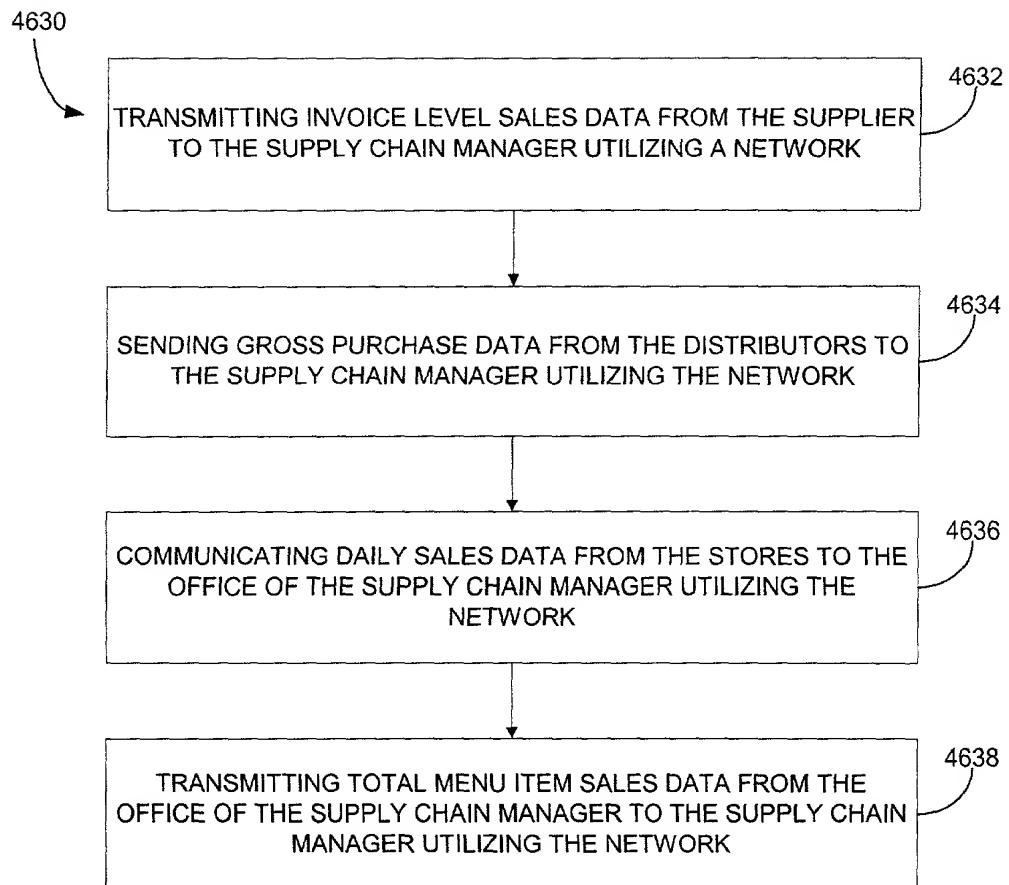
**FIG. 43D**



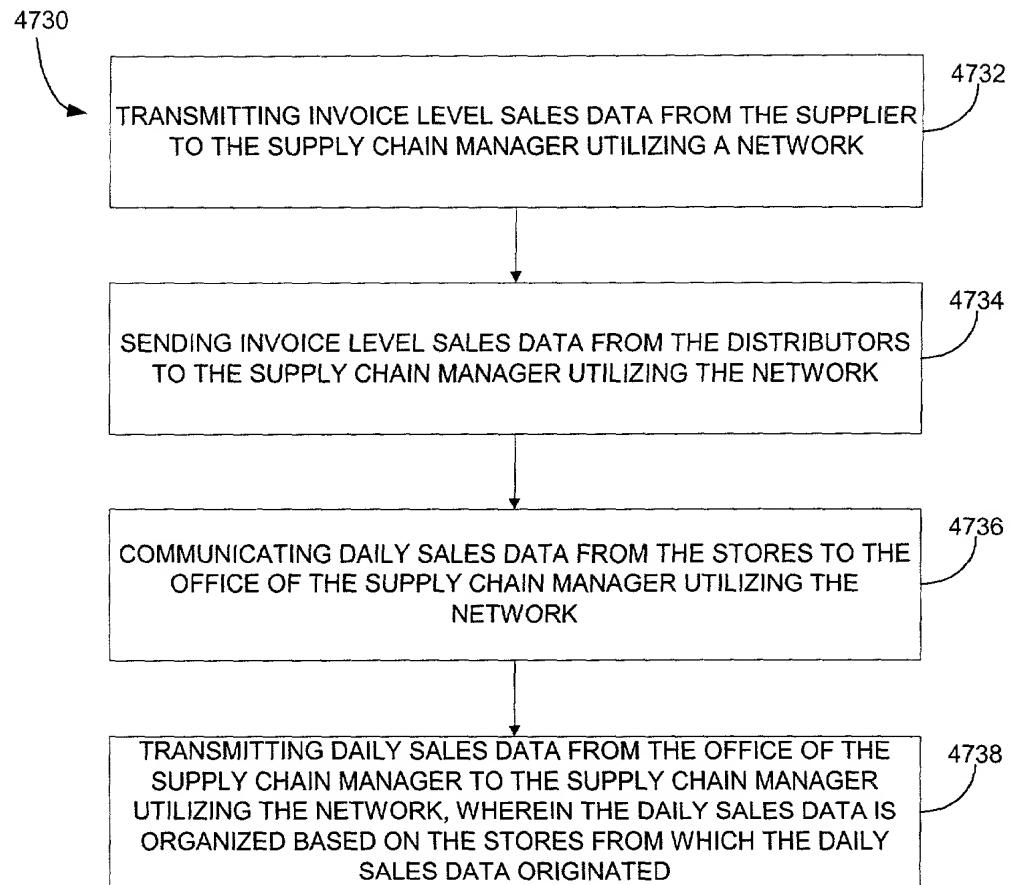
**FIG. 44**

**FIG. 45**

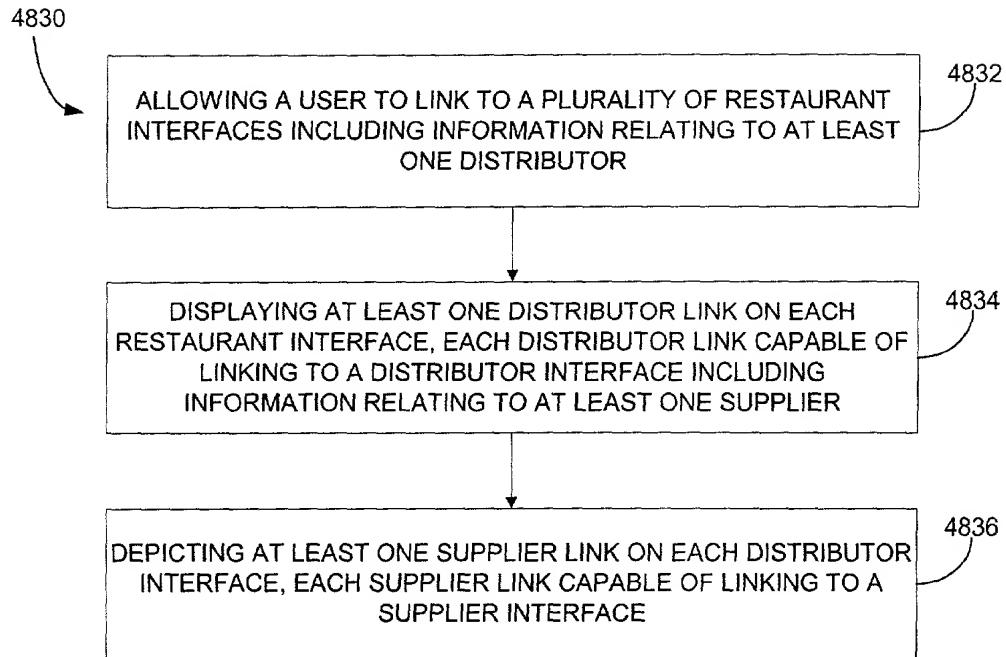




**FIG. 46**



**FIG. 47**



**FIG. 48**

**Restaurant Services, Inc. - Microsoft Internet Explorer**

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/index.asp

**RSI** BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name:  franchisee  
Password:

[Enter Site](#) Click For Help

4902      4904      4900

**About RSI**

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

Contact Information  
Map/Directions  
General Information  
[Legal Information](#)  
[More About RSI](#)  
Help  
BKC link  
NFA link


4900

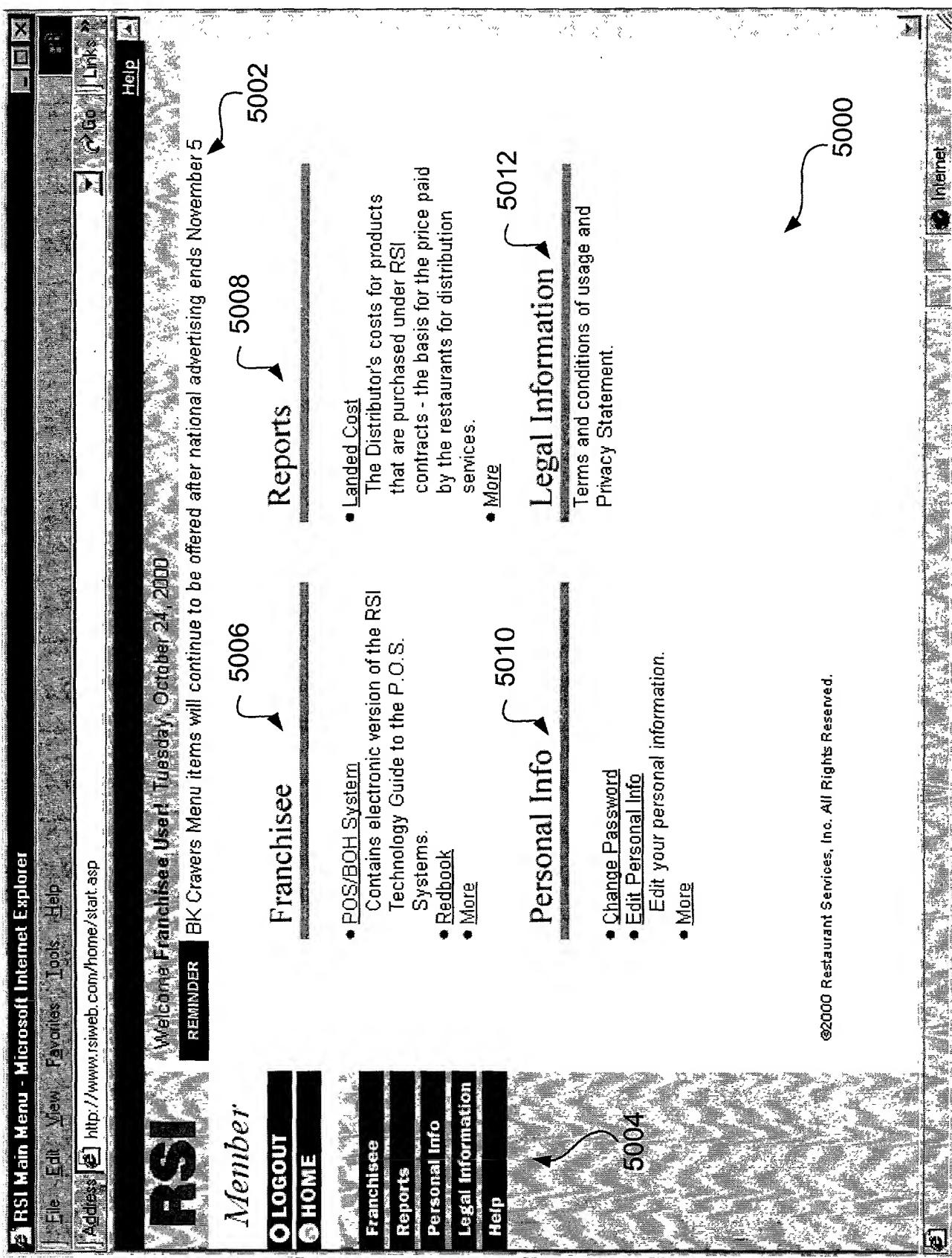
RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchisee Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

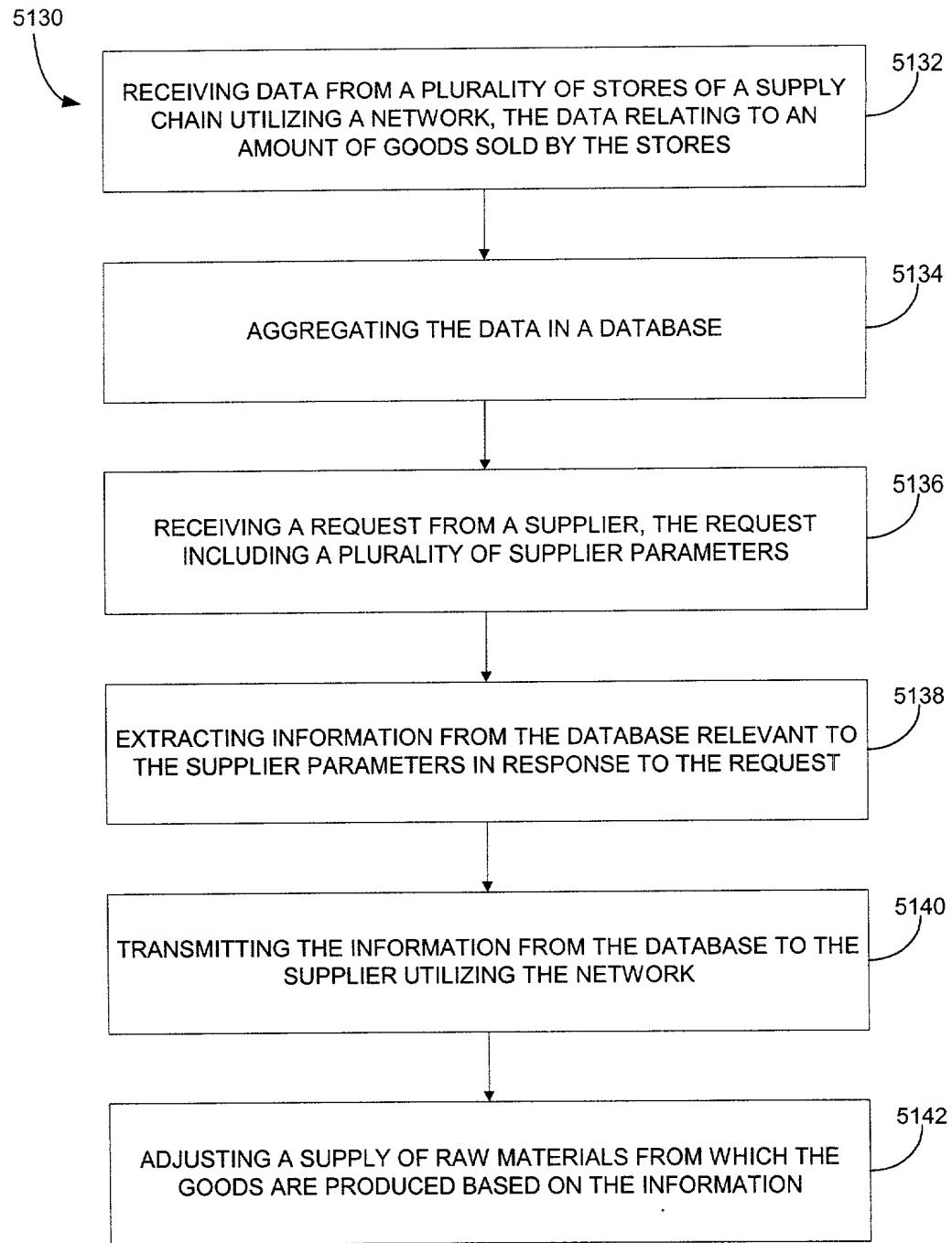
RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

Internet

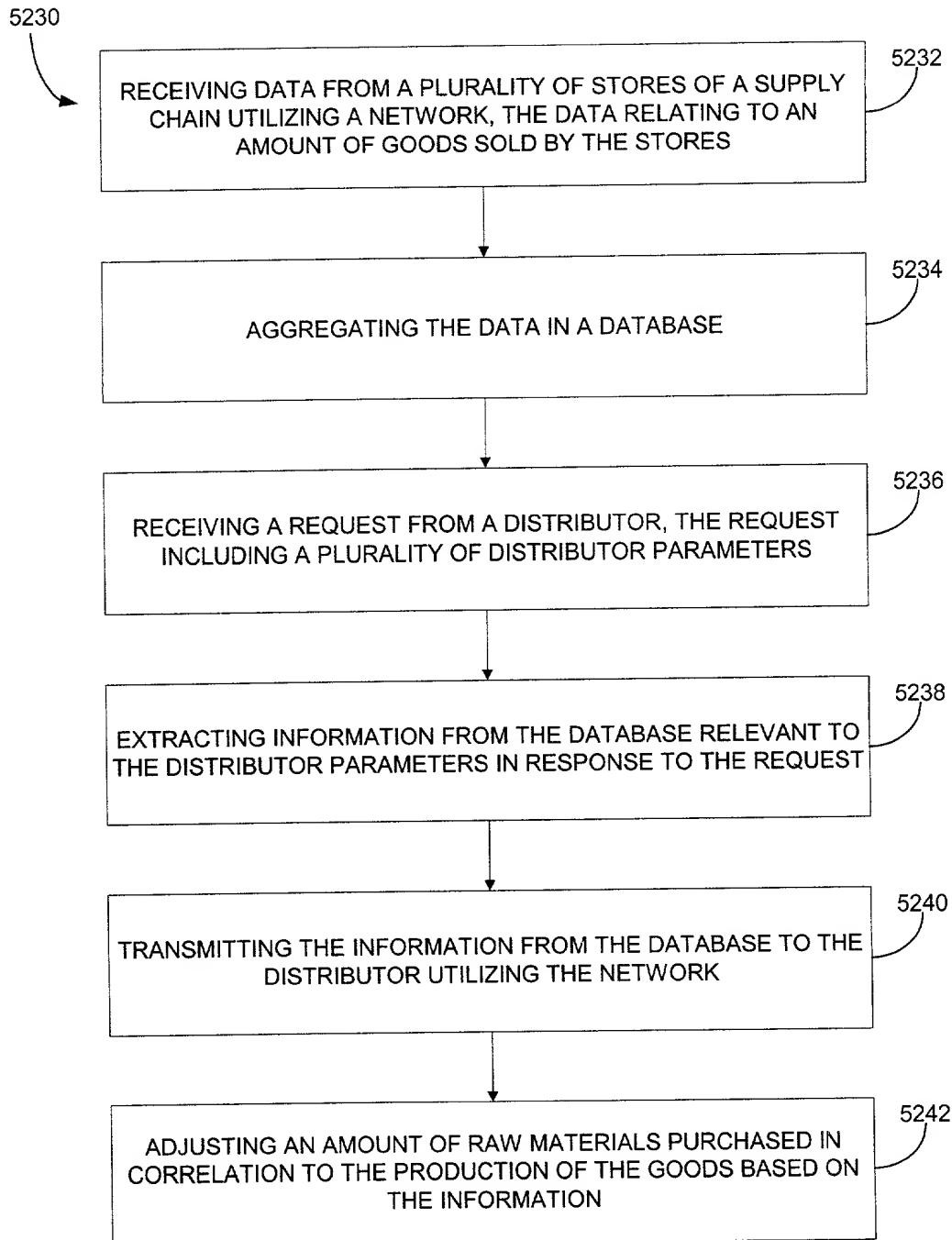
**FIG. 49**

**FIG. 50**





**FIG. 51**



**FIG. 52**

**RSI Distributor**

**Logout** **HOME**

**Reports**

**Personal Info**

**Legal Information**

**Help**

**POS Implied Daily Usage - Distributor - Microsoft Internet Explorer**

**Address:** http://www.rsiweb.com/dc/\_rtposdaily.asp

**Printer Friendly Version**

**POS Implied Daily Usage - Distributor**  
Tuesday, October 24, 2000

**5300**

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

14 Day Rolling (Total Cases)													Week Ending Total								
DC Item No	Item Description	% Chg	14 Day Avg	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18		
Number of Restaurants Serviced by DC	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	10/5	10/8	10/1	9/24
SAUCE: BBQ BULK	18986	BULLSEYE	0.00%	13	21	23	18	16	16	16	16	14	21	15	13	13	10/9	9/3	8/0	7/2	
MUSTARD BULK BK	20788	MUSTARD BULK BK	0.00%	12	19	20	16	14	14	13	14	14	19	19	16	15	14	110	104	104	100
MAYONNAISE BULK	24340	BK	0.00%	134	197	211	173	166	164	163	160	160	200	206	175	165	161	1184	1146	1142	1109
STRAW: WRAPPED	24966	7.75" BK	0.00%	21	33	34	27	25	24	24	24	24	34	33	27	24	24	189	179	186	178
FORK: WRAPPED	25318	BULK BK	0.00%	10	11	12	10	8	8	9	11	12	11	10	9	9	9	70	7	56	68
KNIFE: WRAPPED	25452	BULK BK	0.00%	3	3	3	3	2	2	2	2	3	3	3	3	2	2	18	15	8	9
KETCHUP BULK BAG	27682	IN BOX	0.00%	88	134	142	116	104	102	101	100	100	136	139	115	106	102	196	171	176	173
KETCHUP: PACKETS	27690	10 g BK	0.00%	127	194	205	160	143	142	139	144	197	197	160	142	140	140	1112	1070	1078	1044

**Done** **Internet**

**FIG. 53.**

**FIG. 54**

5400

**Local DC Promotion Forecast Report - Microsoft Internet Explorer**

File Edit View Favorites Tools Help

Address  Links Help

**Distributor**

**REINHART - CEDAR RAPIDS, IA**

**Local Promotion Summary by DC**

**Tuesday, October 24, 2000**

[Printer Friendly Version](#)

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Local Promotion Option	AOI	Start Date	Projected Dly Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup	Chicago, IL	6/1/00	85	99	8	
	Davenport-RI-Moline, IA	6/1/00	85	32	17	
	Des Moines-Ames, IA	7/10/00	85	17	28	
	Omaha, NE	7/10/00	85	17	50	
	Peoria, IL	6/1/00	85	99	17	
	Sioux City, IA	6/26/00	85	99	10	
	Springfield-Decatur-Champaign, IL	6/1/00	85	99	1	
<b>32 oz. Motor Cup Total</b>						
<b>Big King</b>	Cedar Rapids-Waterloo-Dubuque, IA	4/15/00	99	19		
	Davenport-RI-Moline, IA	4/15/00	99	17		
<b>Big King Total</b>						
<b>Pancake Minis</b>	Chicago, IL	5/15/00	20	99	8	
	Peoria, IL	5/15/00	20	99	17	
	Sioux City, IA	4/15/00	20	99	10	
<b>Pancake Minis Total</b>						
35						

Print Done Internet

<p><b>POS Implied Daily Usage - Supplier - Microsoft Internet Explorer</b></p> <p>File Edit View Favorites Tools Help</p> <p>Address: <a href="http://www.rsweb.com/Supplier/s_rposdaily.asp?Report=true">http://www.rsweb.com/Supplier/s_rposdaily.asp?Report=true</a></p> <p>Logout Home Reports Personal Info Legal Information Help</p> <p><b>Supplier</b></p> <p>Supplier: <b>TYSON FOODS</b></p> <p>Printer Friendly Version</p> <p><b>POS Implied Daily Usage - Supplier</b> Tuesday, October 24, 2000</p> <p>The information contained in this report is privileged and confidential. It is intended only for viewing and use by Supplier User. If you are not Supplier User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.</p> <p><b>Total of DC Locations</b></p> <table border="1"> <thead> <tr> <th>FOB Point</th> <th>RSI Item No</th> <th>Item Description</th> <th>% Chg Day</th> <th>14 Aug</th> <th>10/23</th> <th>10/22</th> <th>10/21</th> <th>10/20</th> <th>10/19</th> <th>10/18</th> <th>10/17</th> <th>10/16</th> <th>10/15</th> <th>10/14</th> <th>10/13</th> <th>10/12</th> <th>10/11</th> <th>10/10</th> <th>14 Day Rolling (Total Cases)</th> <th>Week Ending Total</th> </tr> </thead> <tbody> <tr> <td>TOTAL</td> <td>6 CHICKEN PATTY</td> <td>0.00%</td> <td>90</td> <td>137</td> <td>44</td> <td>111</td> <td>100</td> <td>98</td> <td>96</td> <td>100</td> <td>100</td> <td>100</td> <td>100</td> <td>100</td> <td>100</td> <td>100</td> <td>100</td> <td>100</td> <td>790</td> <td>774</td> <td>786</td> <td>781</td> </tr> <tr> <td>TOTAL</td> <td>7 CHICKEN BK BROILER</td> <td>0.00%</td> <td>35</td> <td>51</td> <td>60</td> <td>48</td> <td>45</td> <td>43</td> <td>43</td> <td>40</td> <td>53</td> <td>60</td> <td>48</td> <td>45</td> <td>41</td> <td>41</td> <td>41</td> <td>41</td> <td>330</td> <td>327</td> <td>354</td> <td>344</td> </tr> <tr> <td>TOTAL</td> <td>8 CHICKEN TENDERS</td> <td>0.00%</td> <td>222</td> <td>336</td> <td>337</td> <td>286</td> <td>240</td> <td>219</td> <td>226</td> <td>246</td> <td>346</td> <td>316</td> <td>256</td> <td>228</td> <td>223</td> <td>203</td> <td>203</td> <td>203</td> <td>1816</td> <td>1808</td> <td>1448</td> <td>1203</td> </tr> <tr> <td>TOTAL</td> <td>CHICKEN CUBES</td> <td></td> </tr> </tbody> </table> <p><b>Internet</b></p>												FOB Point	RSI Item No	Item Description	% Chg Day	14 Aug	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	14 Day Rolling (Total Cases)	Week Ending Total	TOTAL	6 CHICKEN PATTY	0.00%	90	137	44	111	100	98	96	100	100	100	100	100	100	100	100	100	790	774	786	781	TOTAL	7 CHICKEN BK BROILER	0.00%	35	51	60	48	45	43	43	40	53	60	48	45	41	41	41	41	330	327	354	344	TOTAL	8 CHICKEN TENDERS	0.00%	222	336	337	286	240	219	226	246	346	316	256	228	223	203	203	203	1816	1808	1448	1203	TOTAL	CHICKEN CUBES																				
FOB Point	RSI Item No	Item Description	% Chg Day	14 Aug	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	14 Day Rolling (Total Cases)	Week Ending Total																																																																																																							
TOTAL	6 CHICKEN PATTY	0.00%	90	137	44	111	100	98	96	100	100	100	100	100	100	100	100	100	790	774	786	781																																																																																																					
TOTAL	7 CHICKEN BK BROILER	0.00%	35	51	60	48	45	43	43	40	53	60	48	45	41	41	41	41	330	327	354	344																																																																																																					
TOTAL	8 CHICKEN TENDERS	0.00%	222	336	337	286	240	219	226	246	346	316	256	228	223	203	203	203	1816	1808	1448	1203																																																																																																					
TOTAL	CHICKEN CUBES																																																																																																																										

**FIG. 55**

**RSI Restaurant Landed Cost Verification Report - Microsoft Internet Explorer**

File Edit View Favorites Ipos Help

Address <http://www.rsiweb.com/KantLrpLC.asp?report=true>

**Member** Logout Home

**Landed Cost Report**

Restaurant Number: 0003473 Date: 10/22/00 Retrieve

**Printer Friendly Version** **Restaurant Landed Cost Verification Report**

Report Date: Sunday, October 22, 2000  
 Restaurant Number: 0003473  
 Distribution Center: REINHART - CEDAR RAPIDS, IA

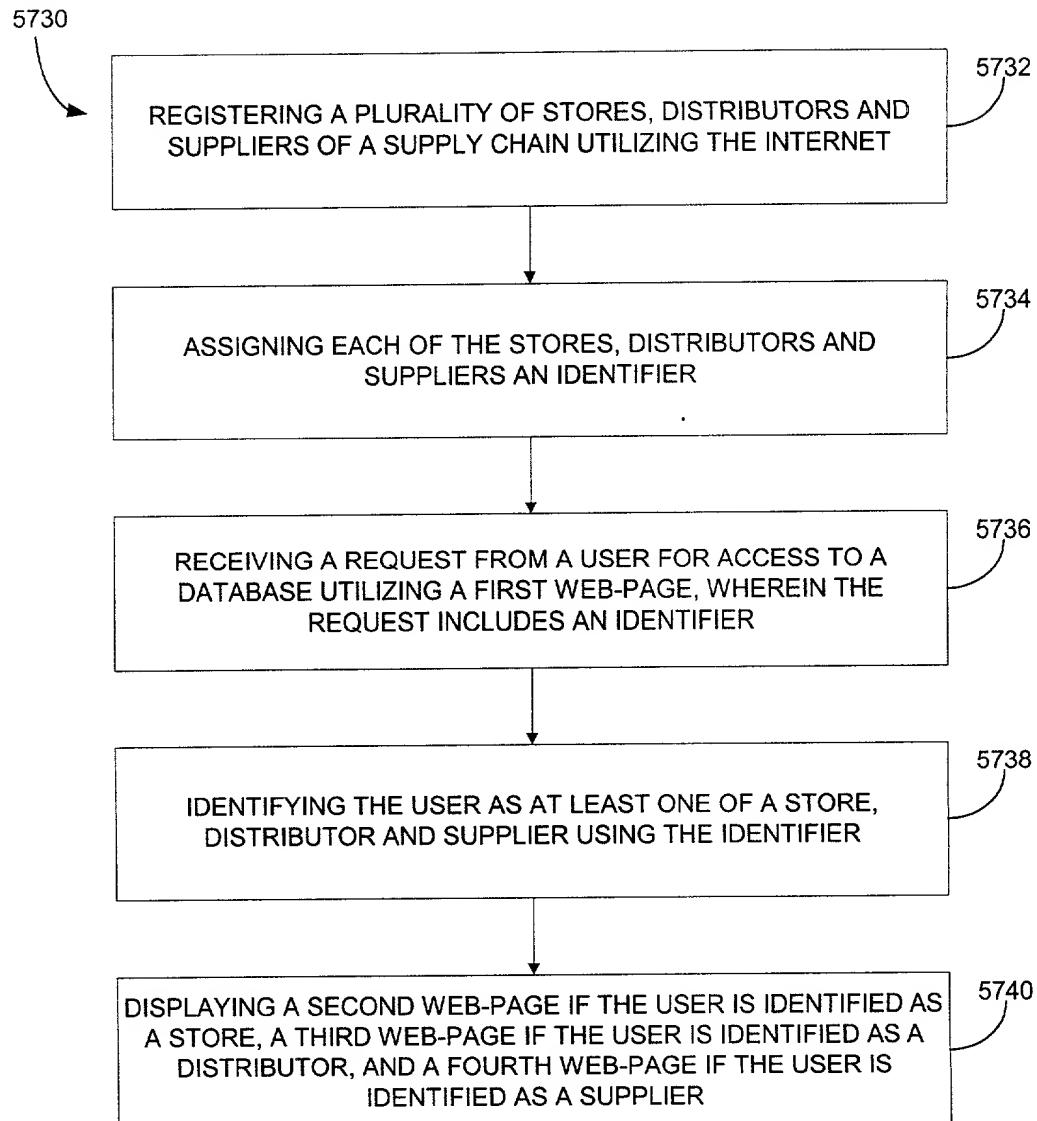
Report Contact: Robert Harris  
 Contact Number: 305-529-3409

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RSI Item No	DC Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4449	REGISTER TAPE-THERMAL 2.26" X 165'	\$21.27	\$1.67	\$22.84
12860	3686	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18986	369	SAUCE BULK-KRAFT BULLSEYE	\$24.49	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK 36OZ	\$6.45	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
23340	86	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24500	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98

Done Internet

**FIG. 56**



**FIG. 57**

5804

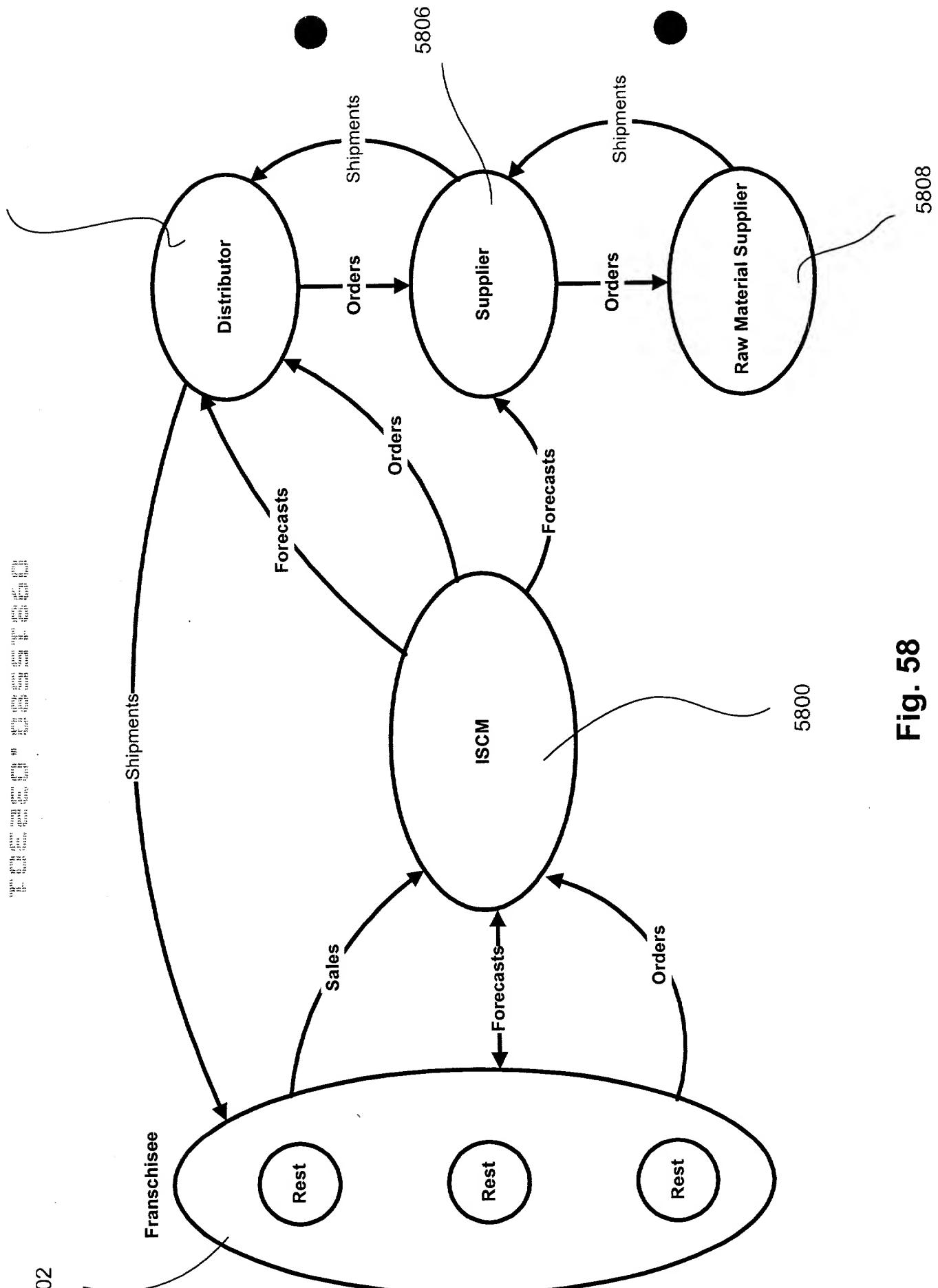
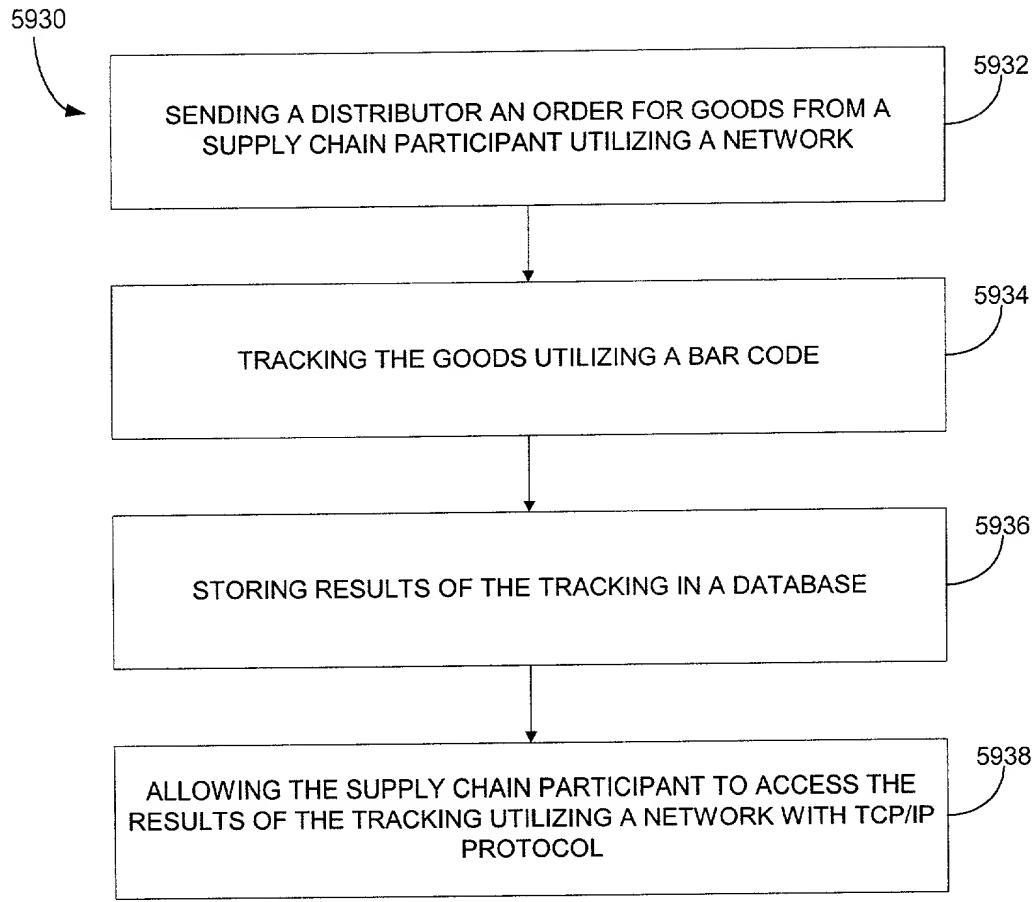


Fig. 58



**FIG. 59**

6002 6004 6006 6008 6009 6010 6012

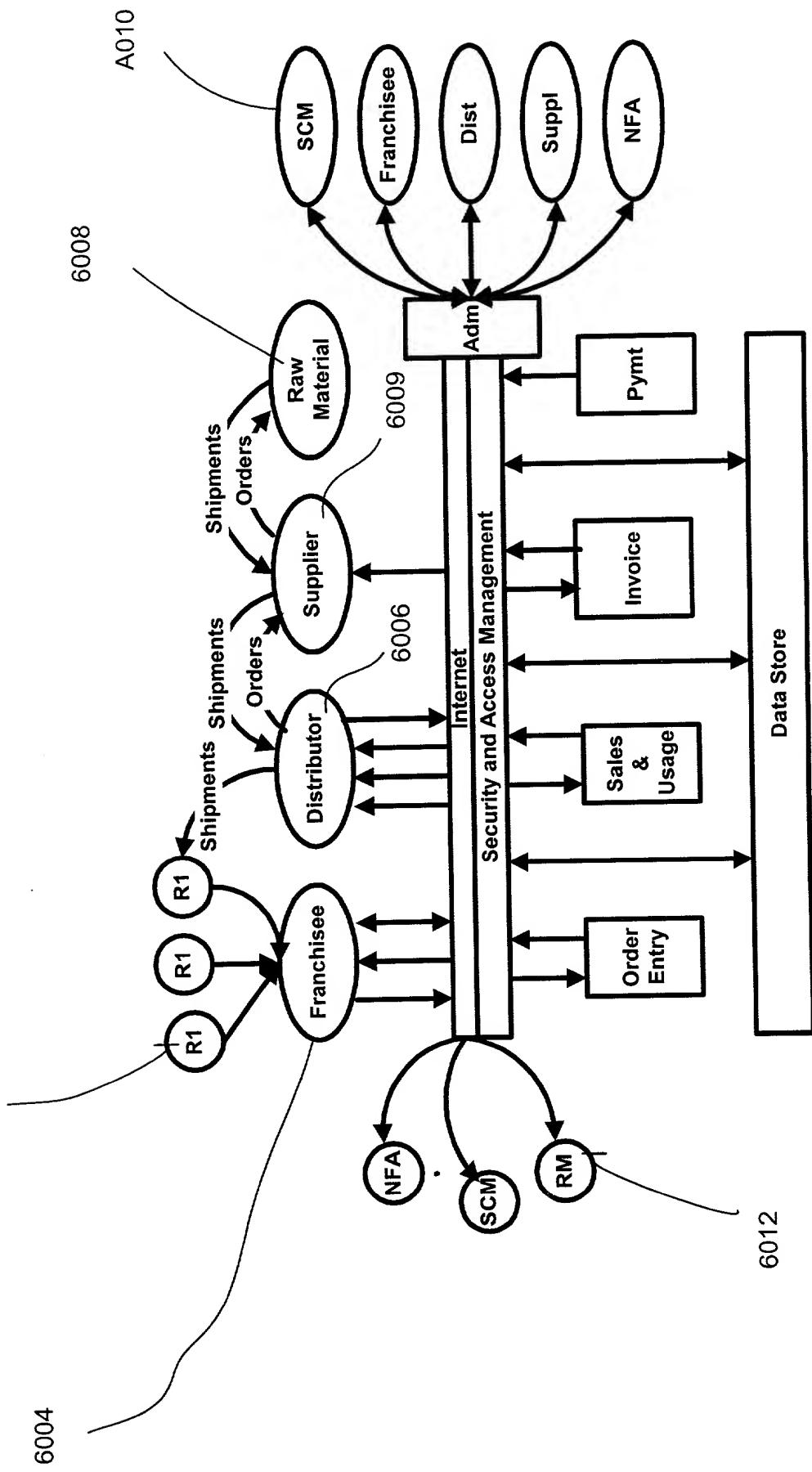


Fig. 60

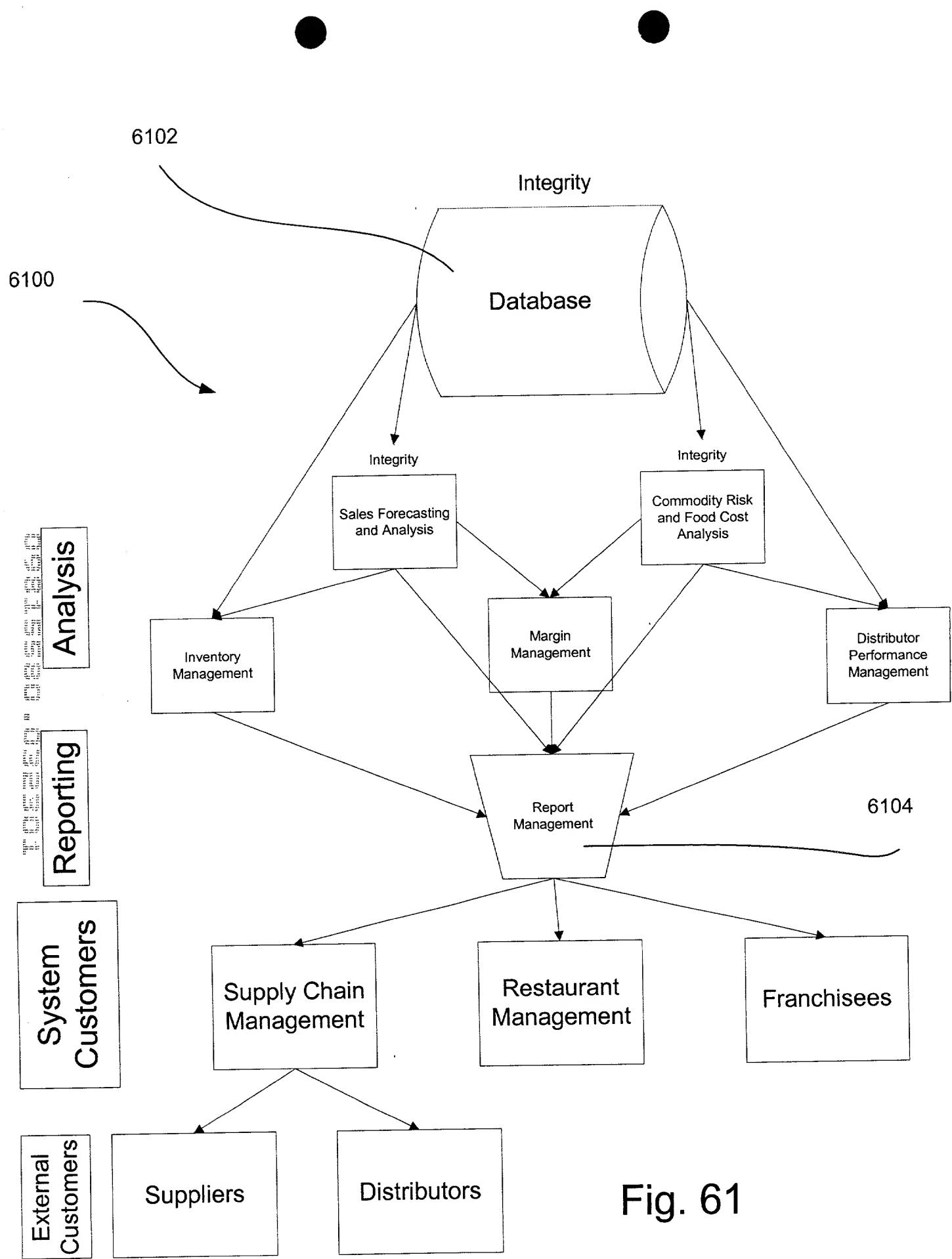
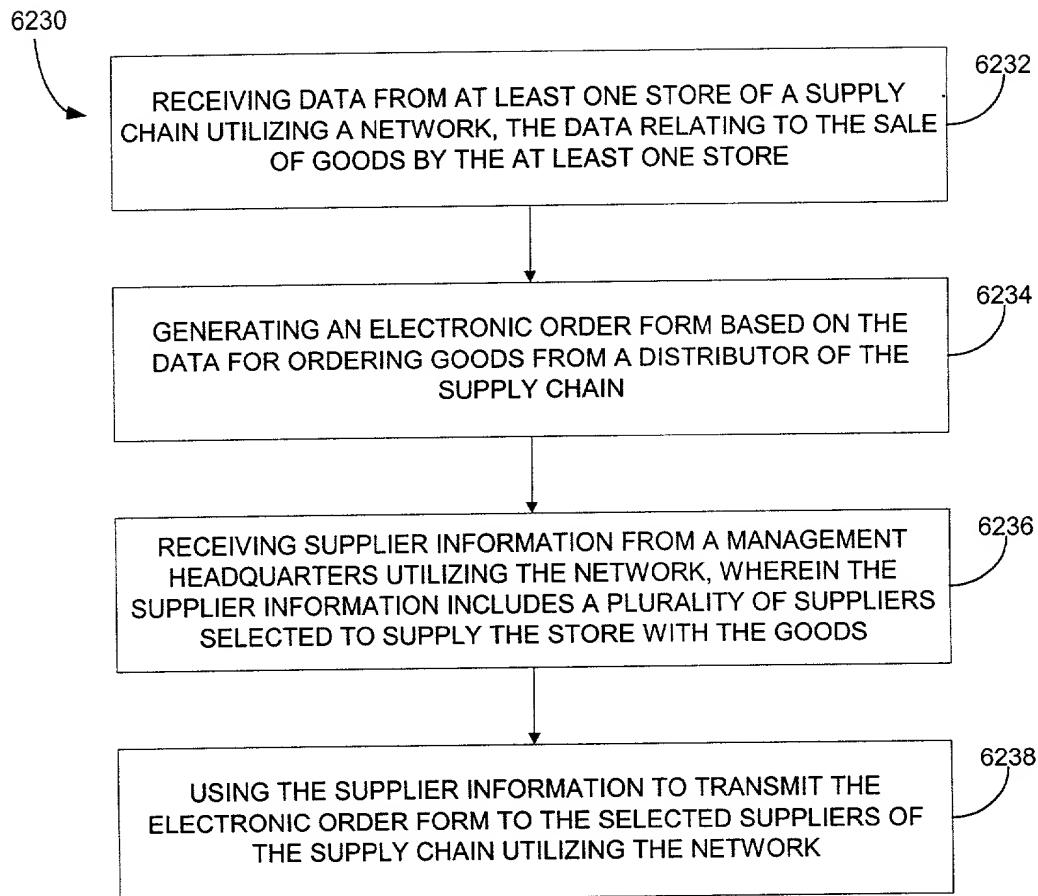


Fig. 61



**FIG. 62**

6300

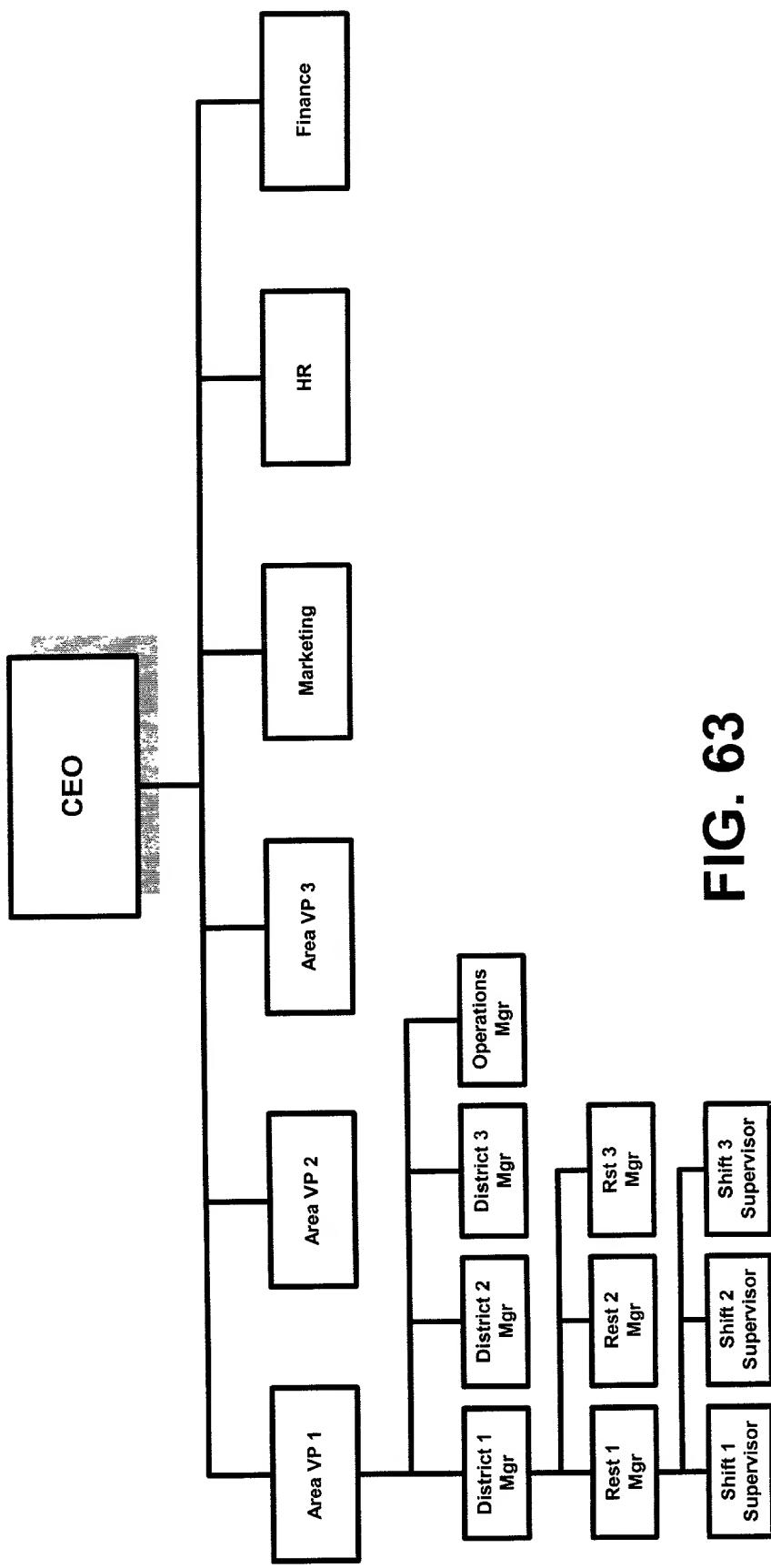
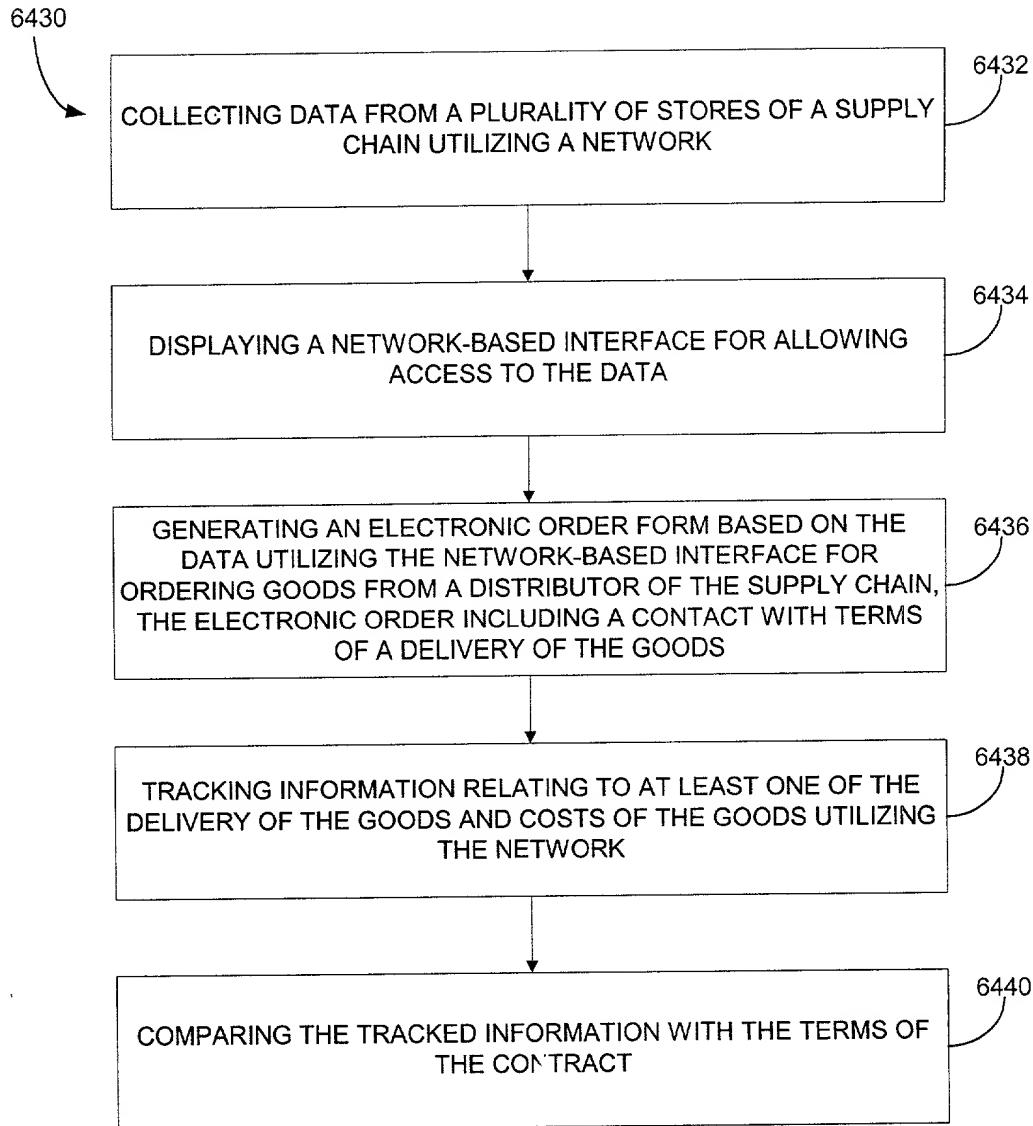
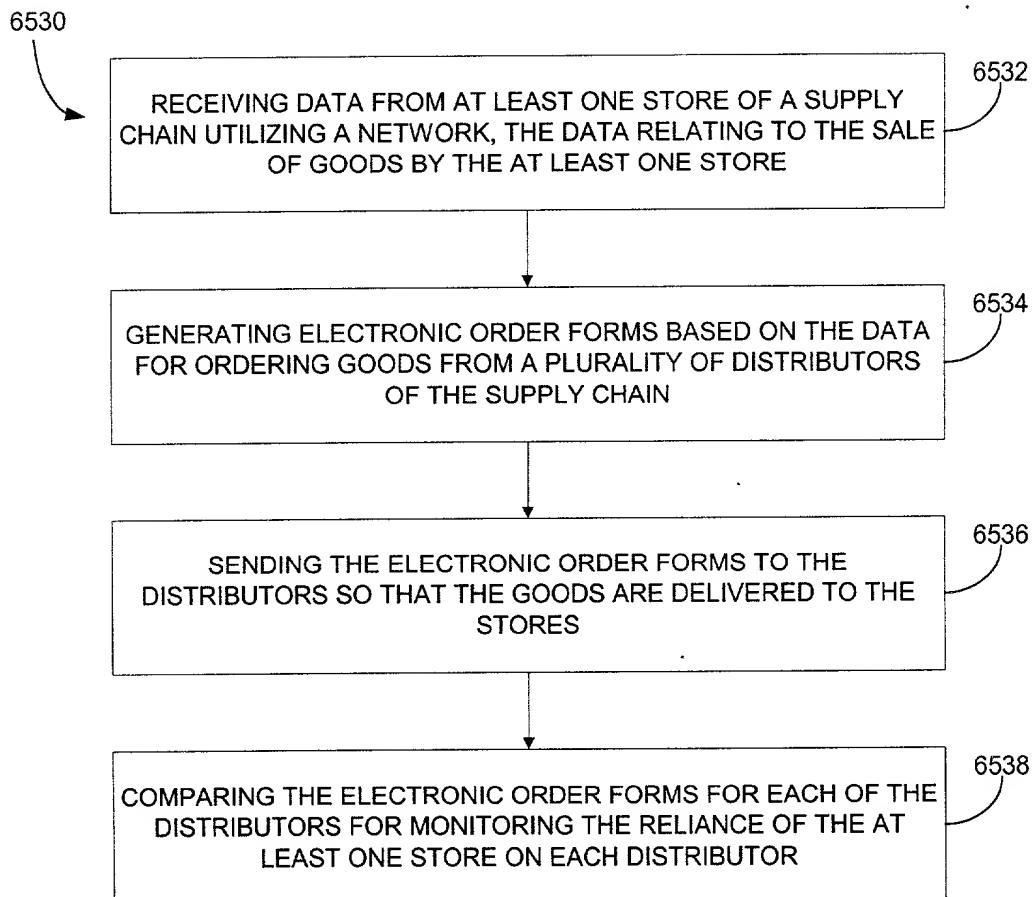


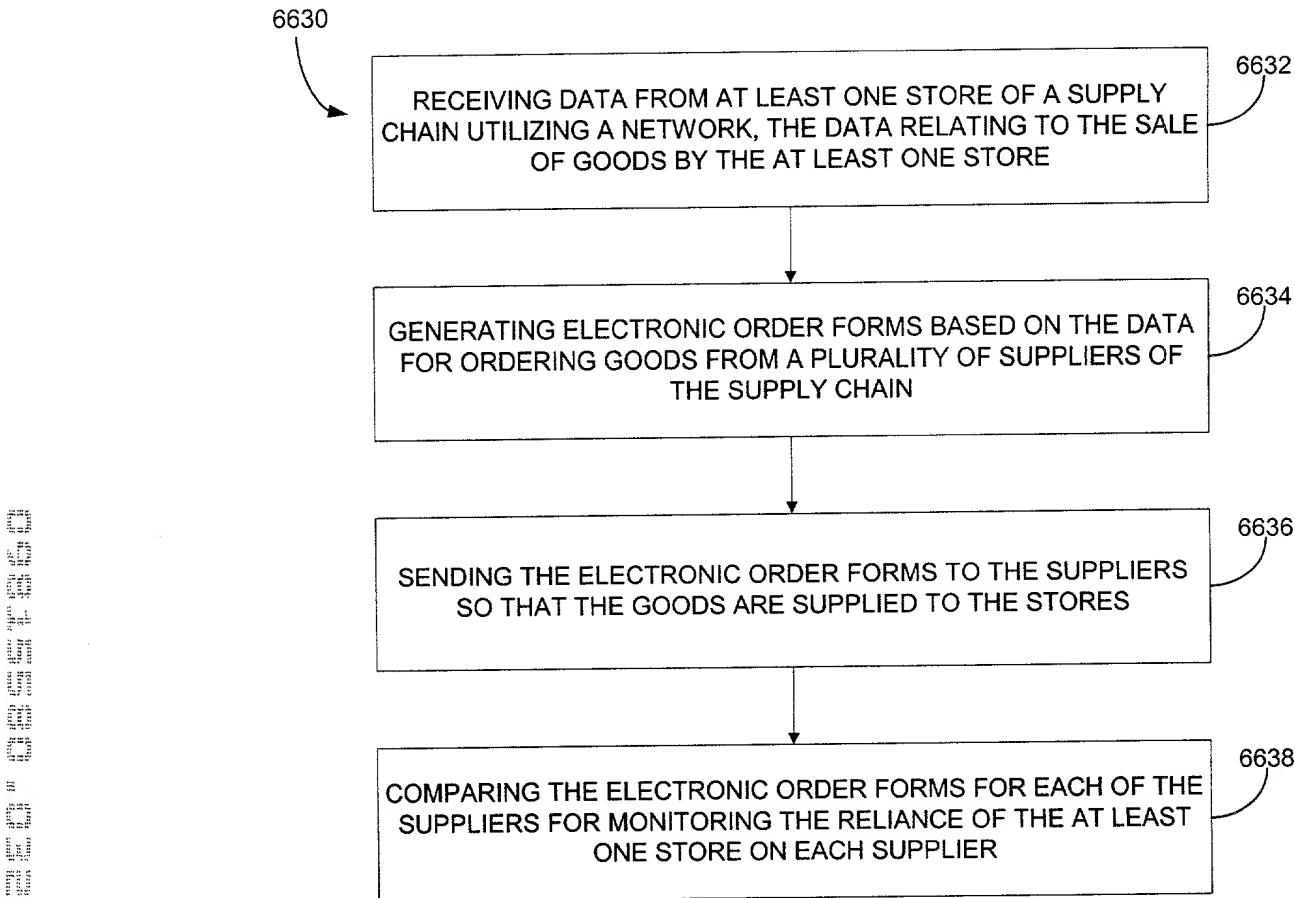
FIG. 63



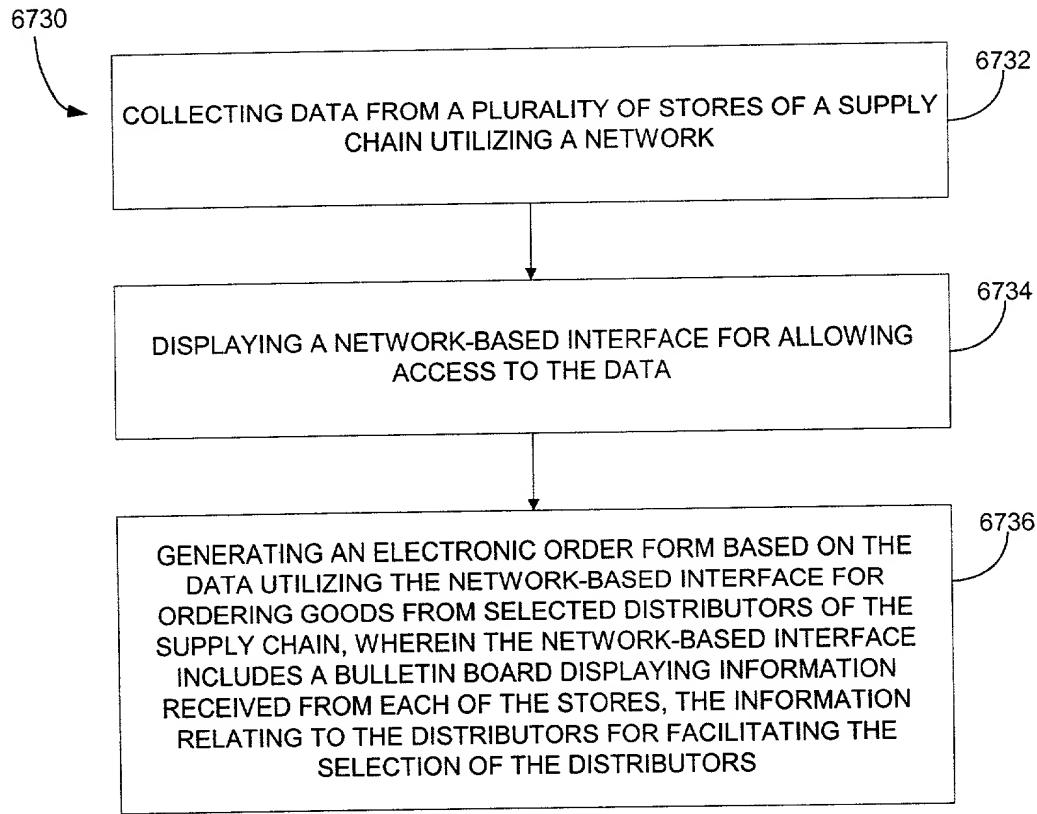
**FIG. 64**



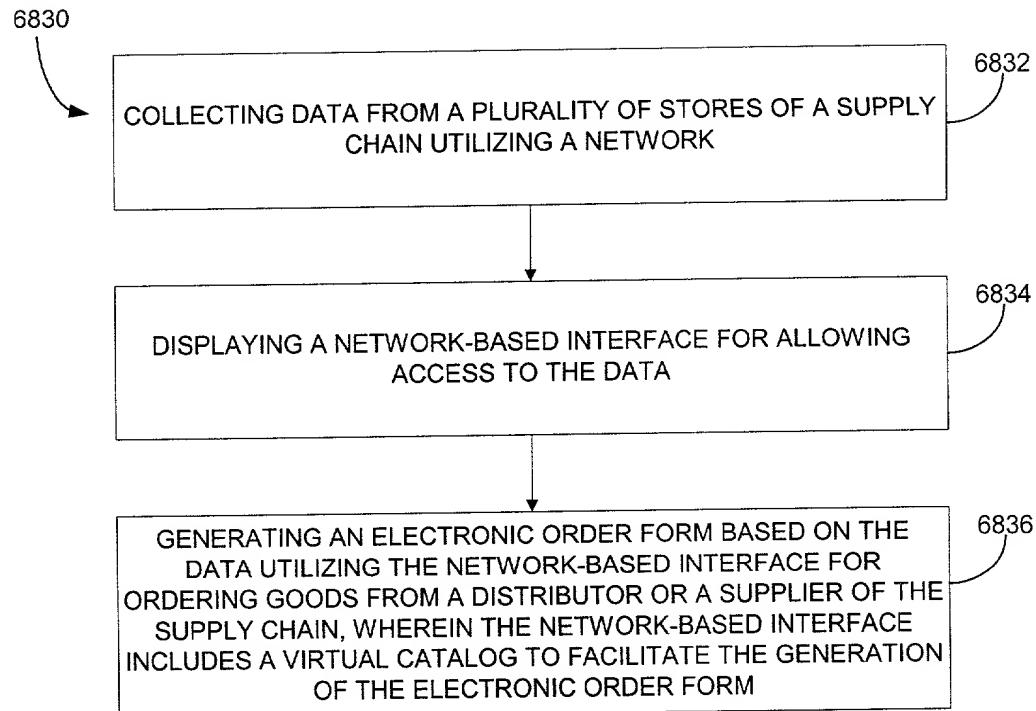
**FIG. 65**



**FIG. 66**

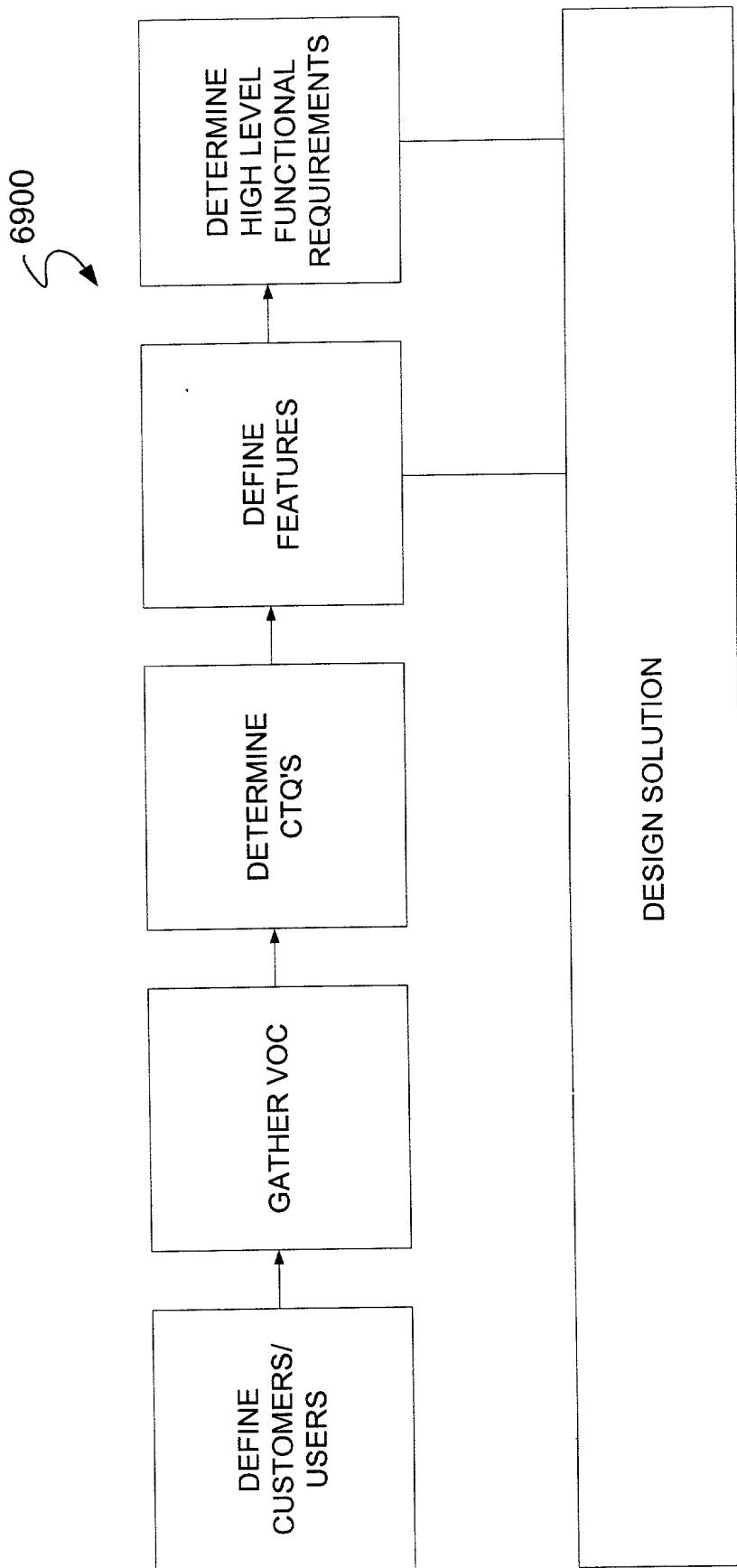


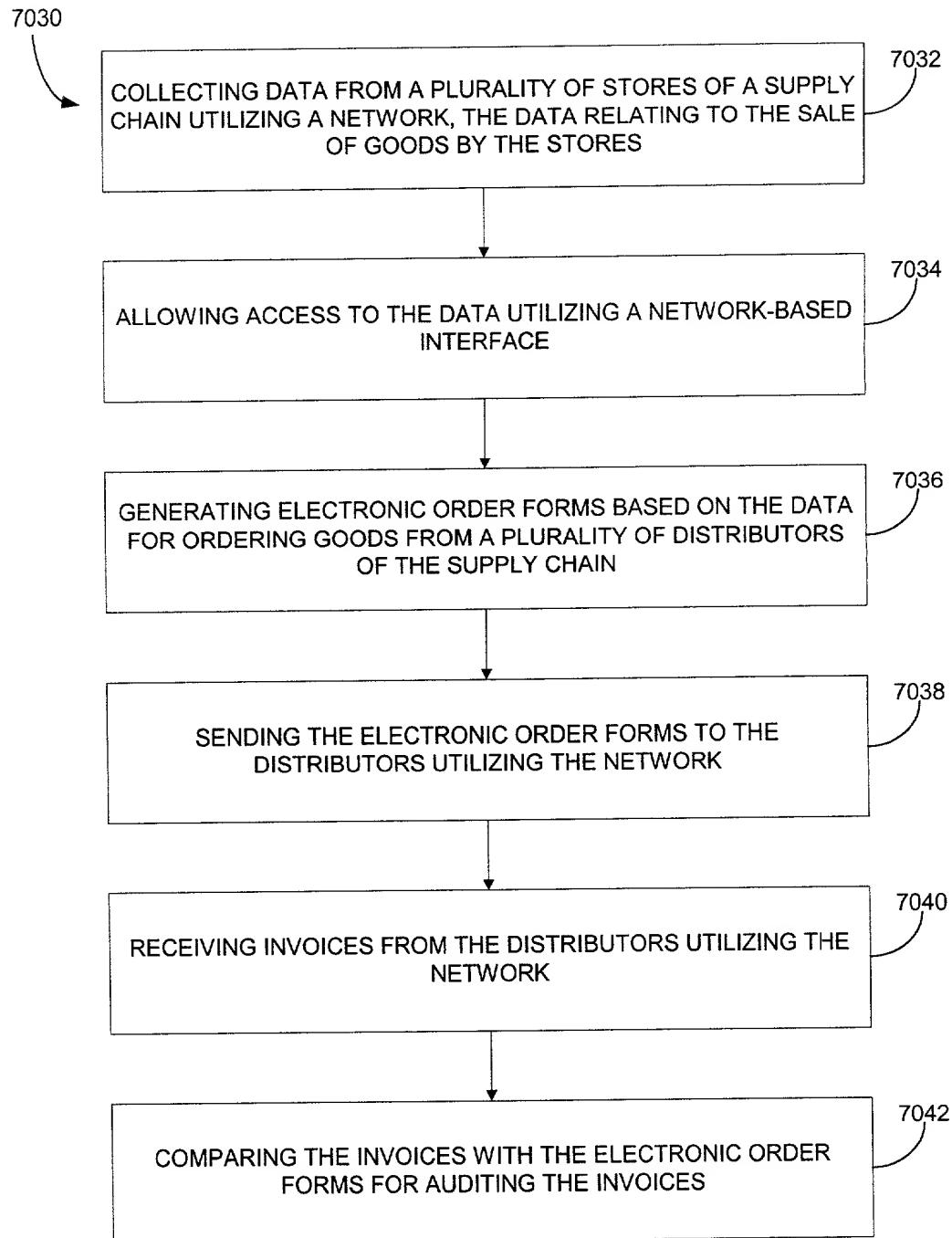
**FIG. 67**



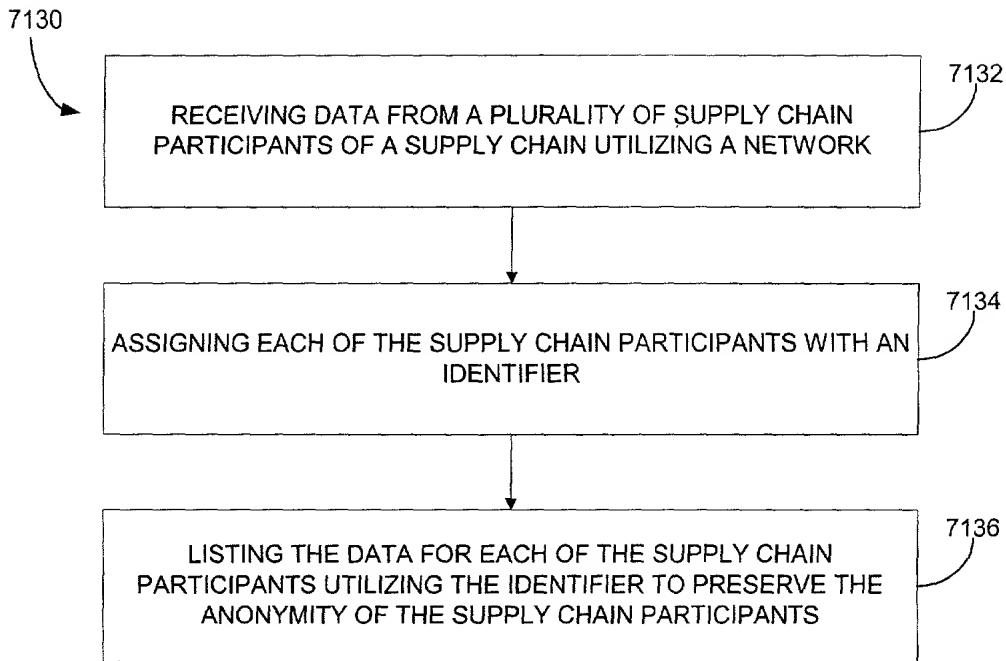
**FIG. 68**

**FIG. 69**

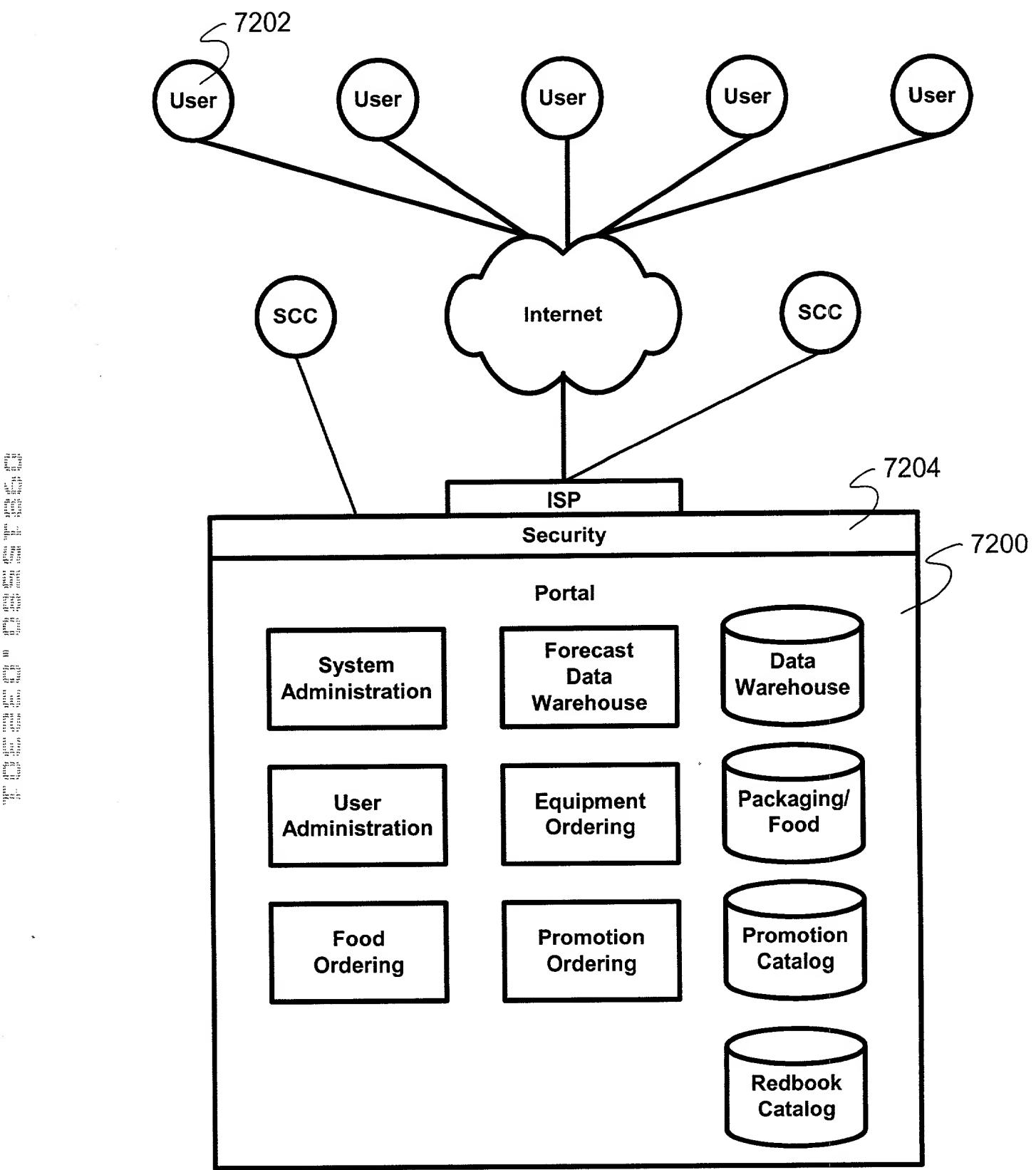




**FIG. 70**

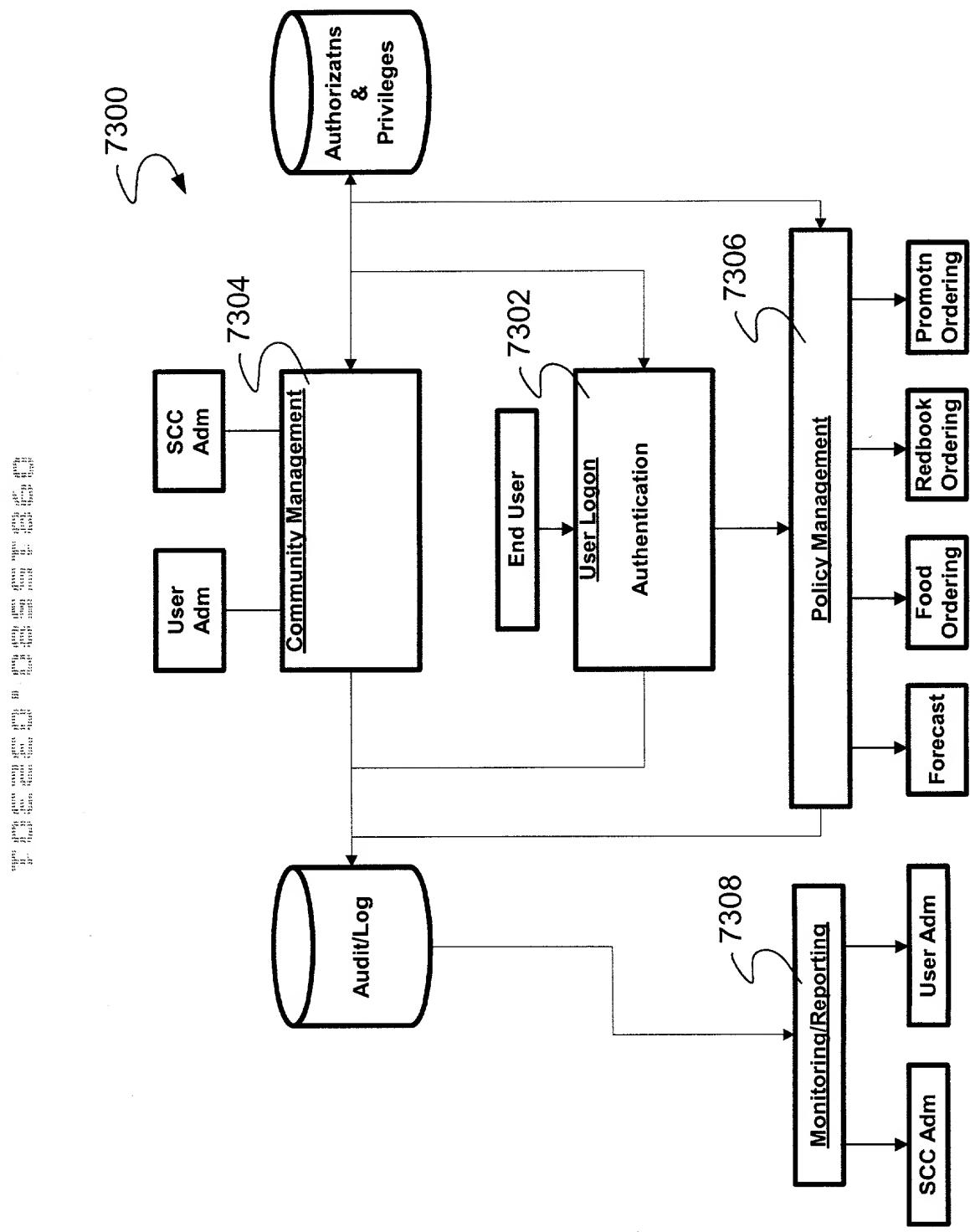


**FIG. 71**

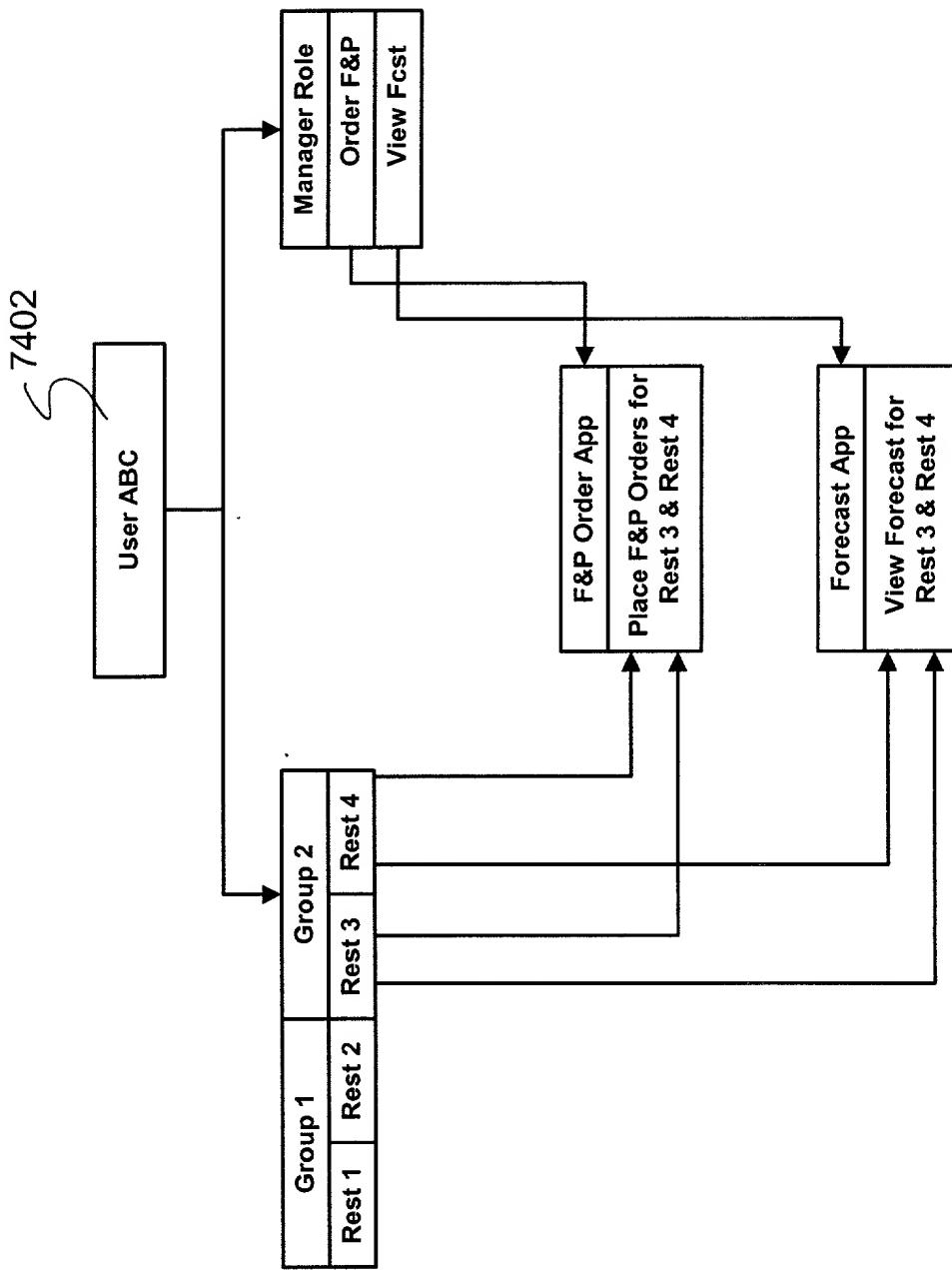


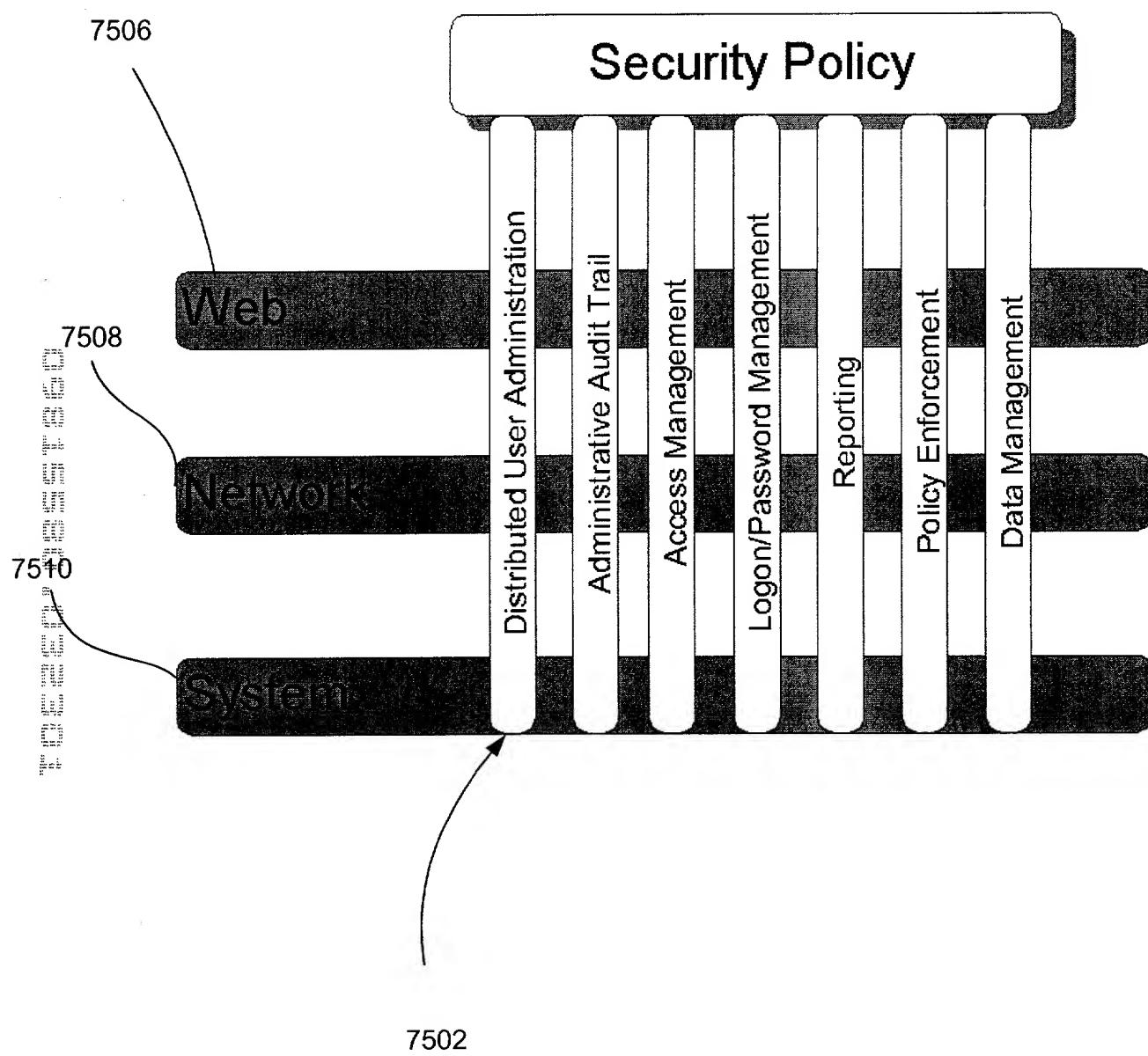
**FIG. 72**

**FIG. 73**

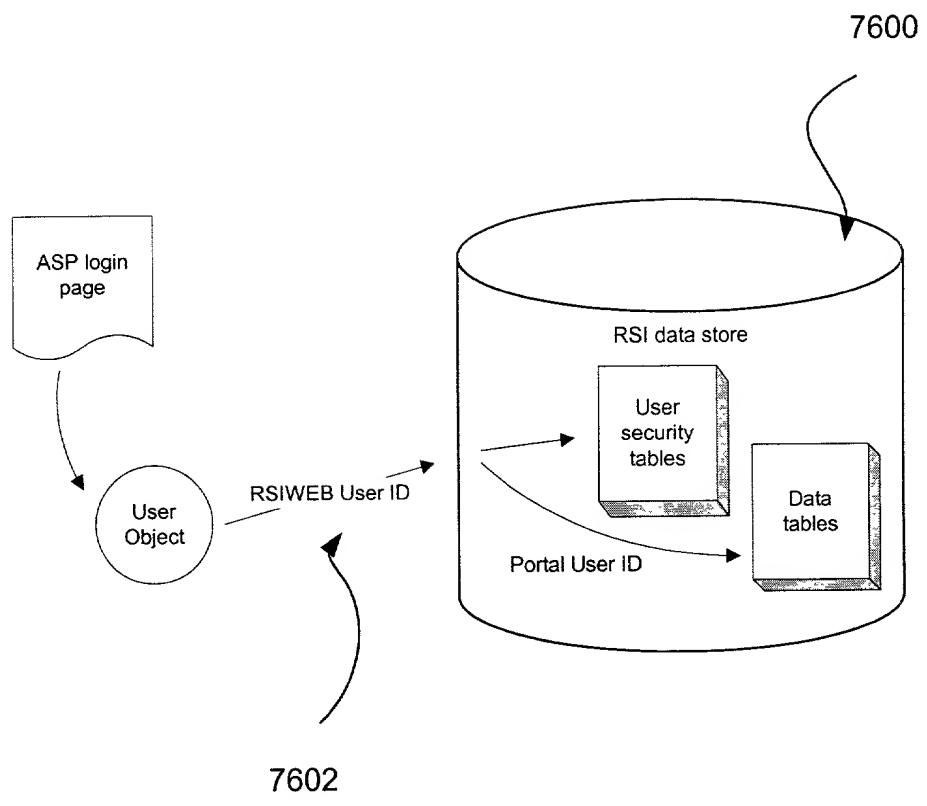


**FIG. 74**





**Fig. 75**



**Fig. 76**

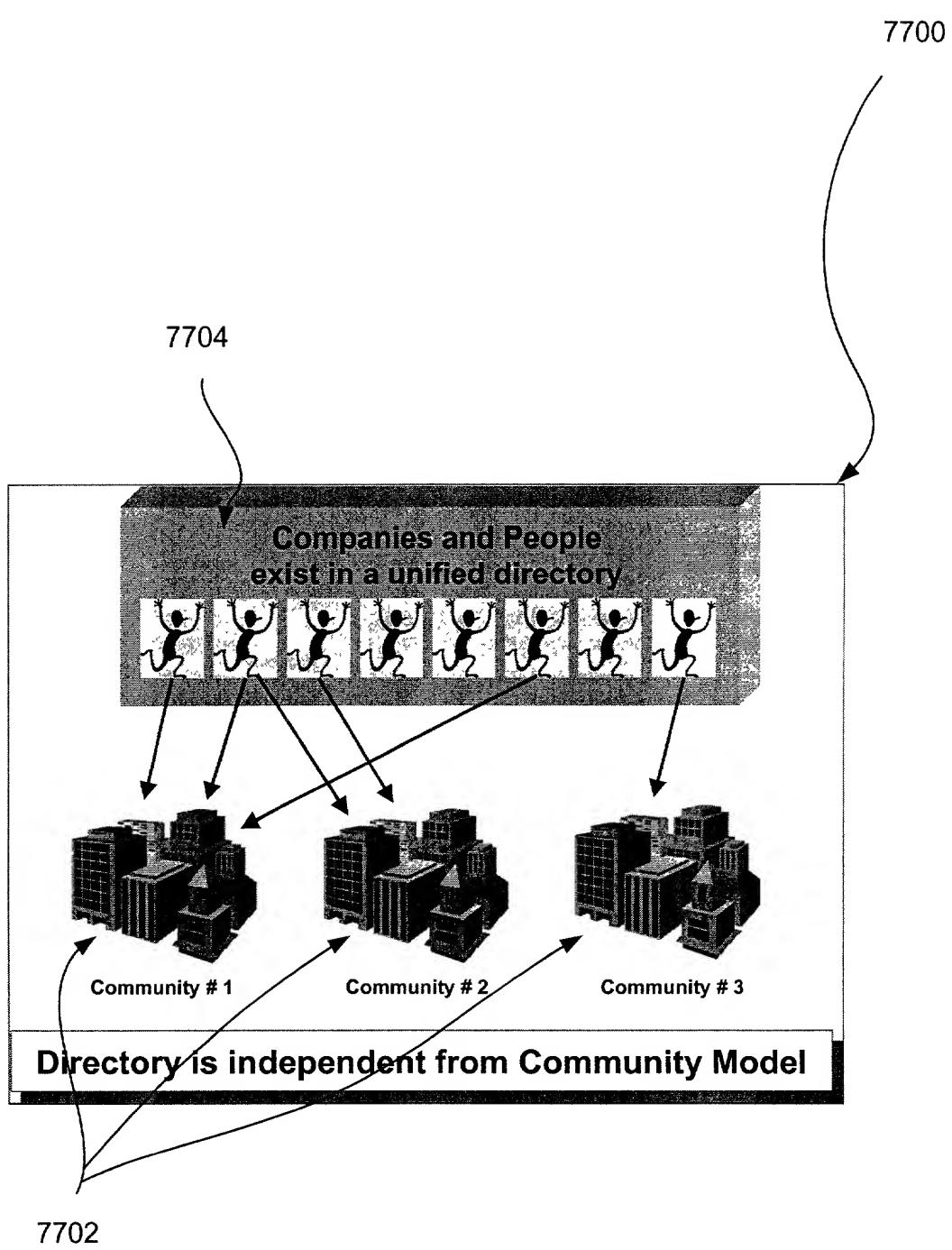


Fig. 77

7800

7802

7804

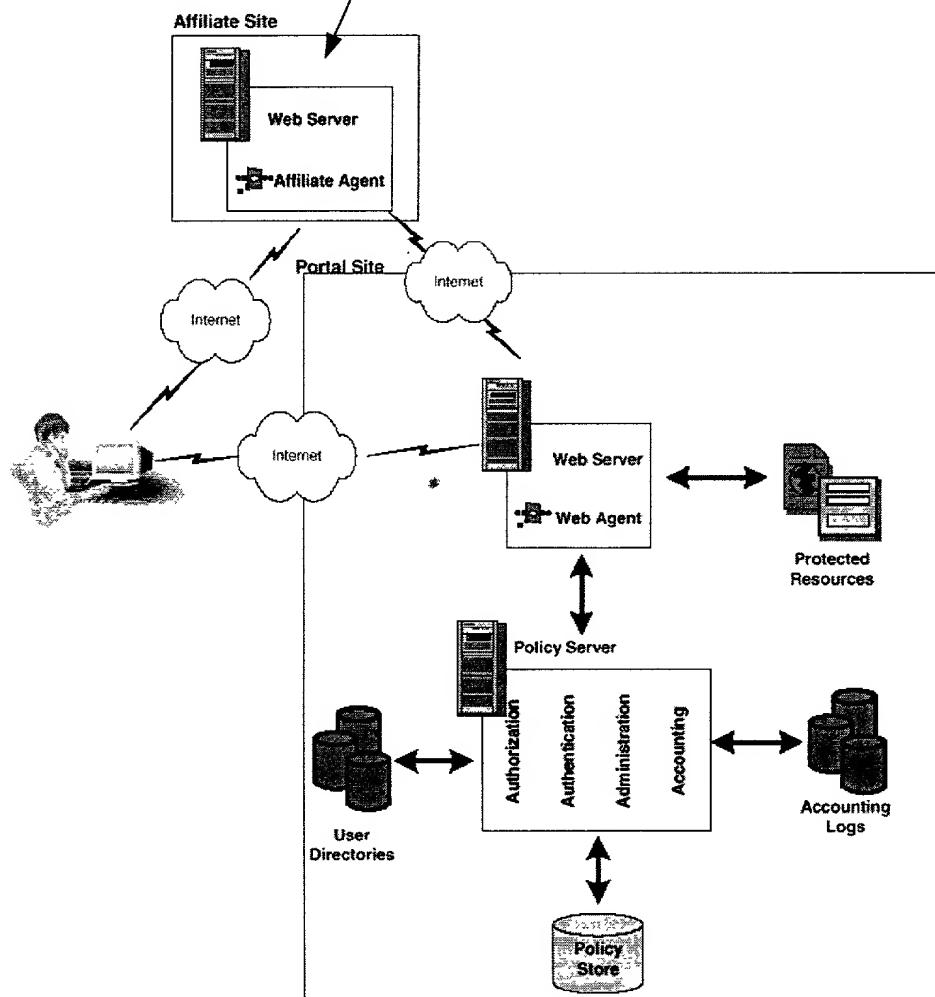
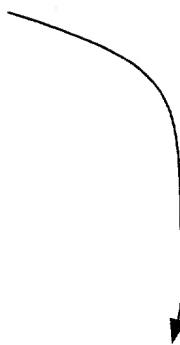
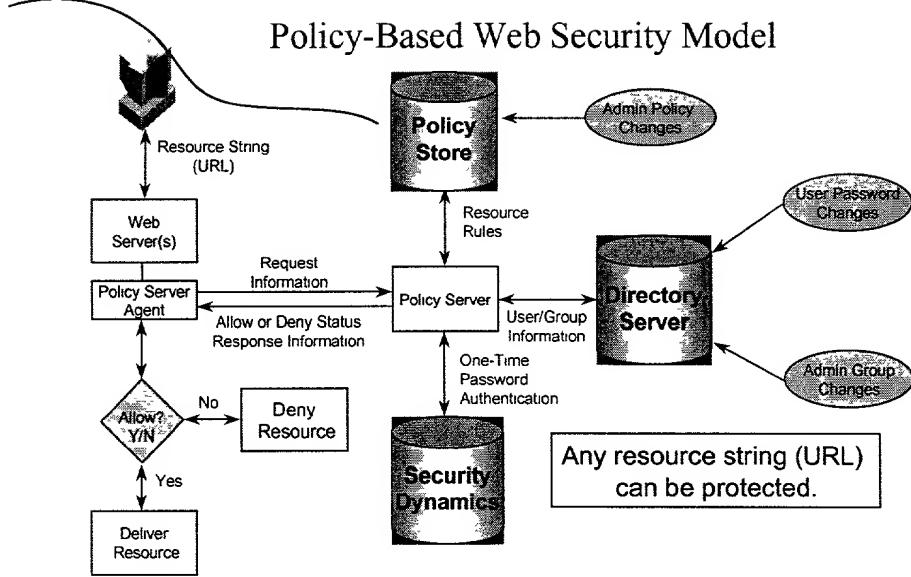


Fig. 78

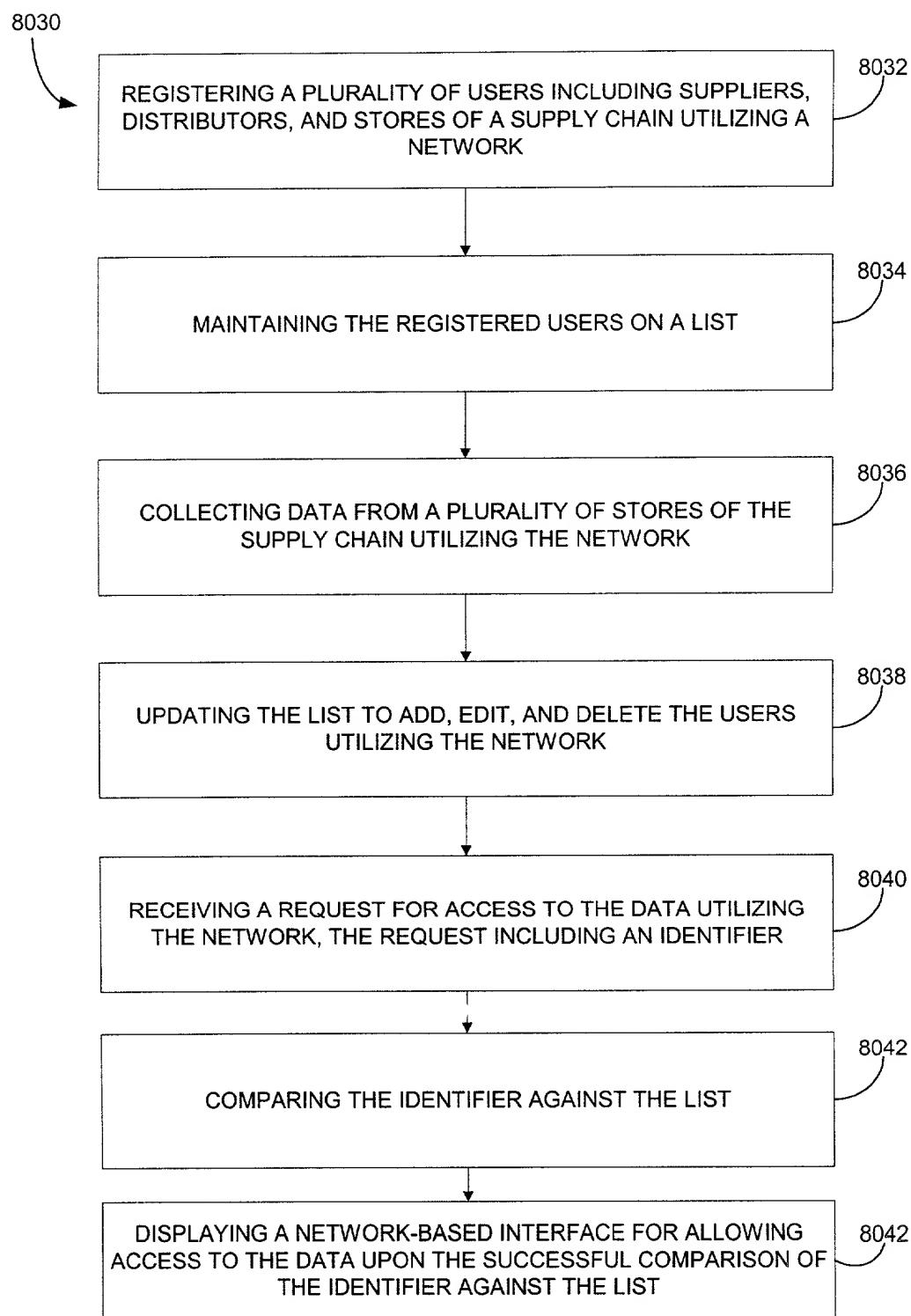
7900



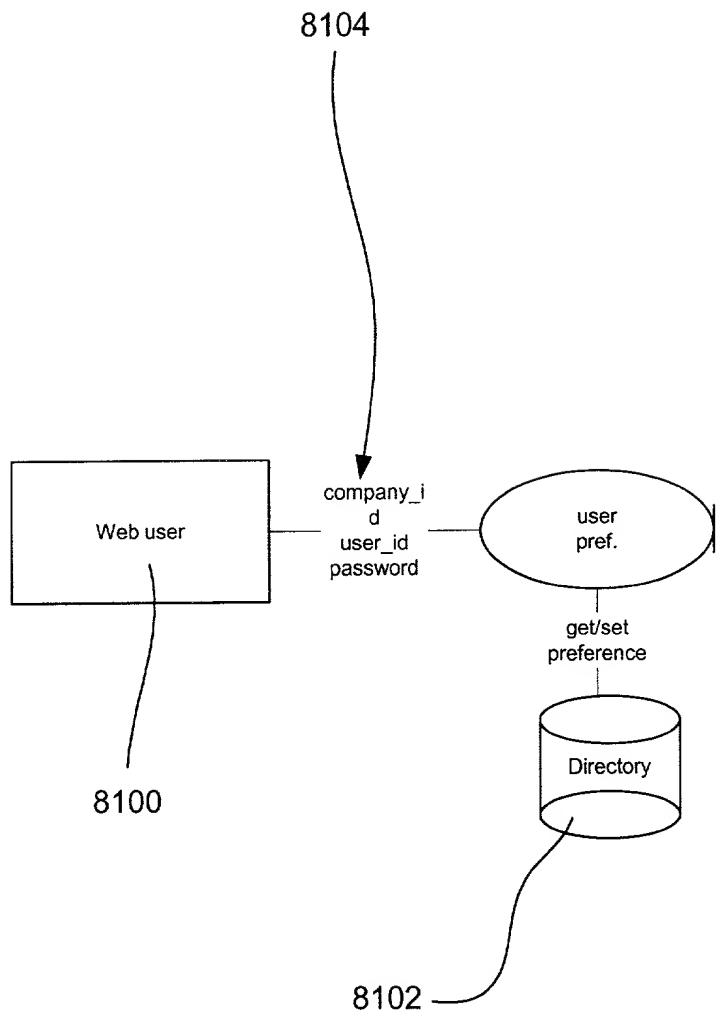
7902



**Fig. 79**



**FIG. 80**



**Fig. 81**

8200

8202

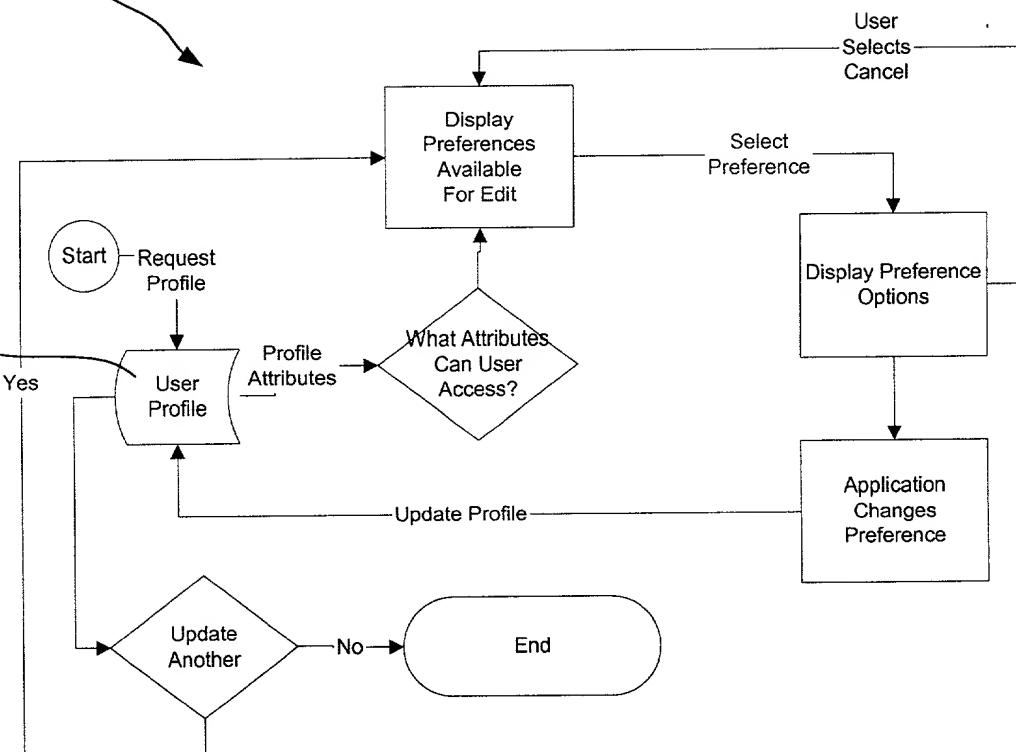
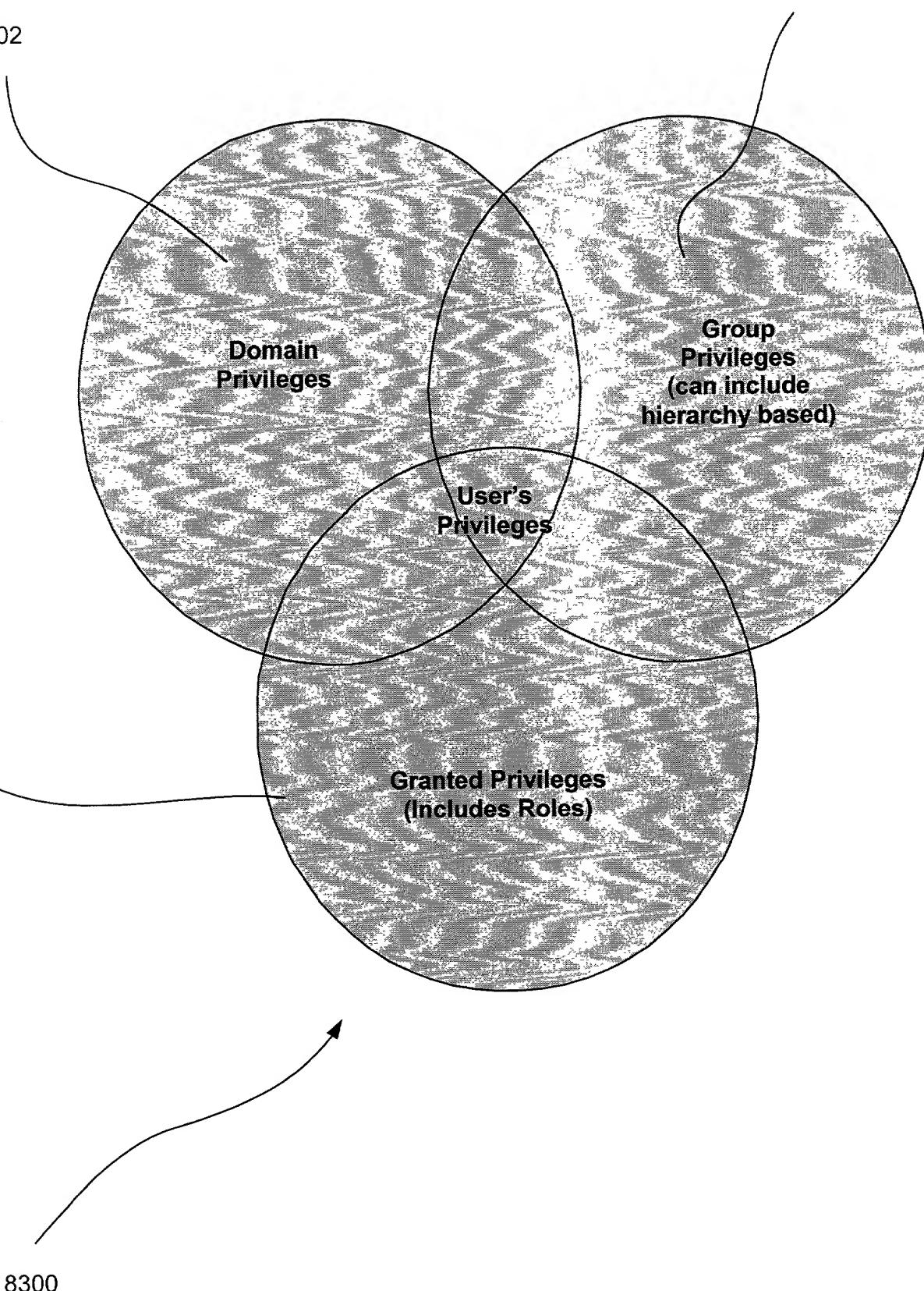


Fig. 82

8304

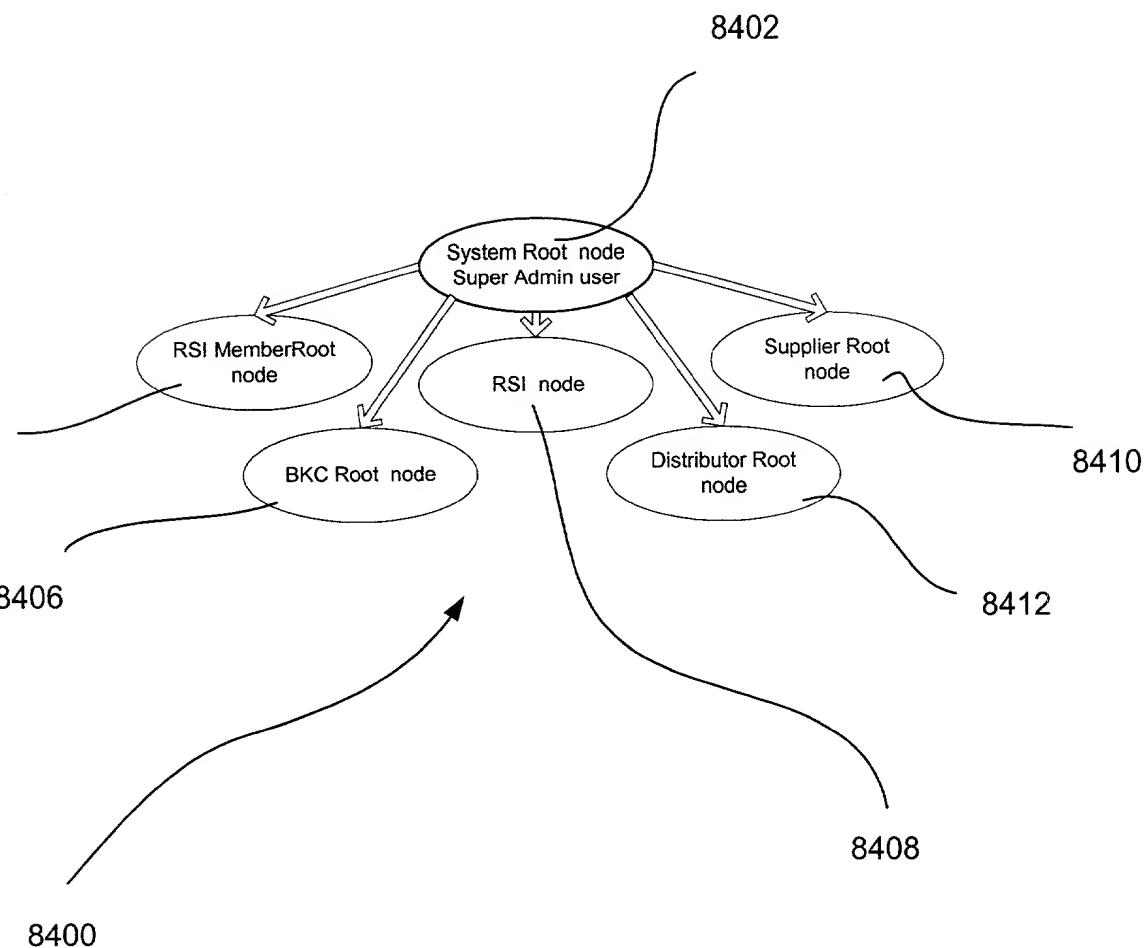
8302

8306  
8300

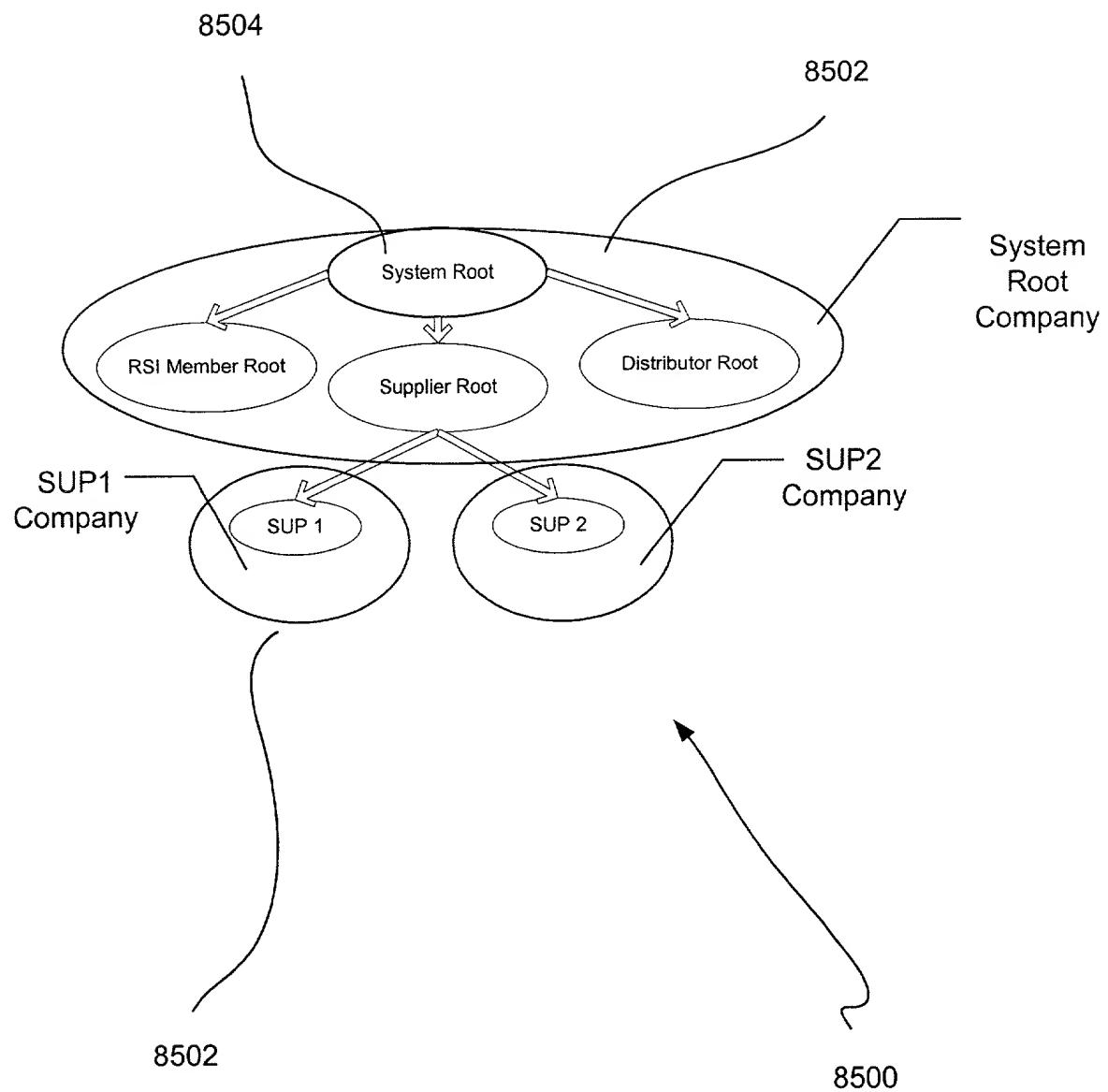


**Fig. 83**

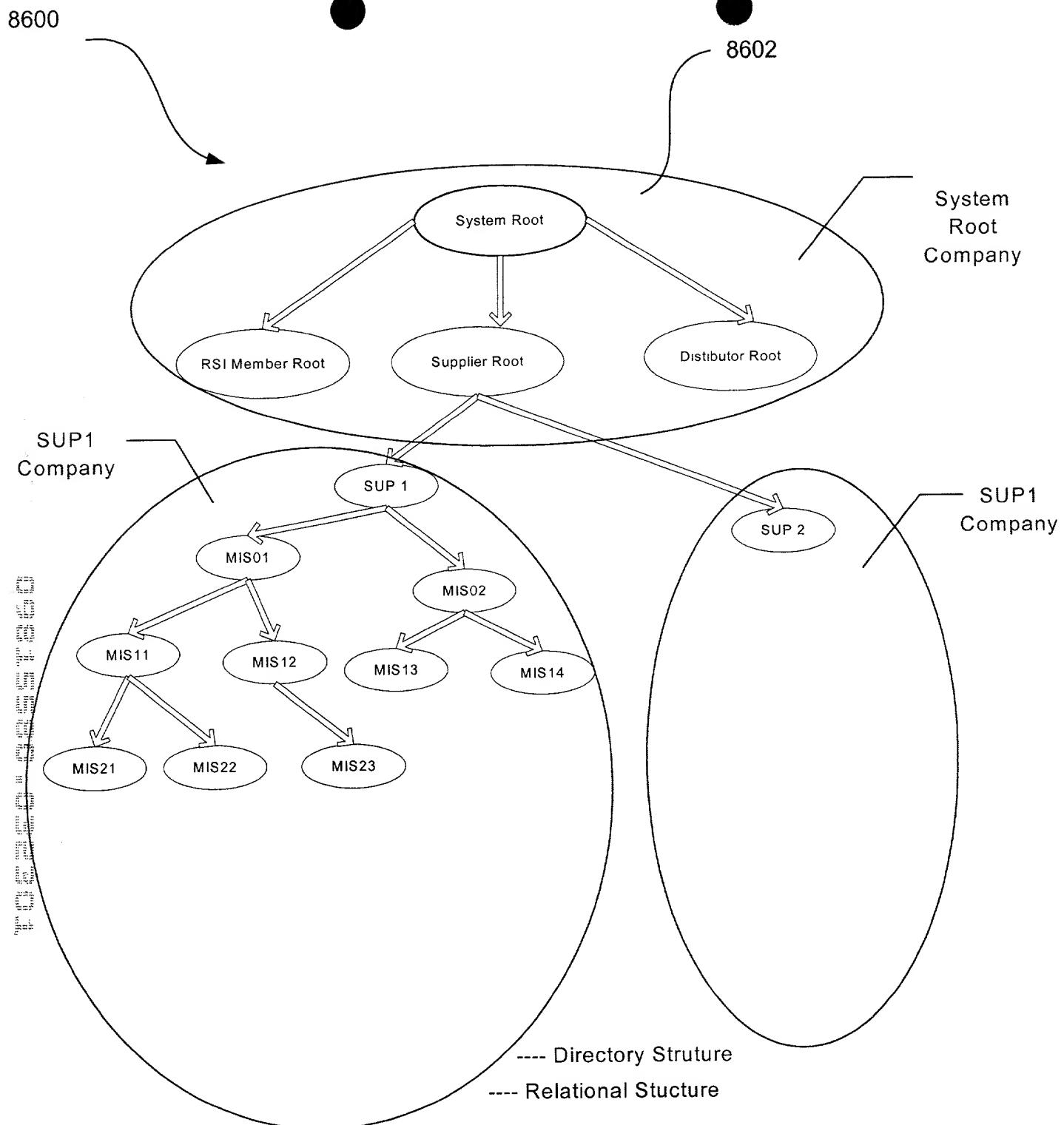
8400  
8402  
8404  
8406  
8408  
8410  
8412



**Fig. 84**

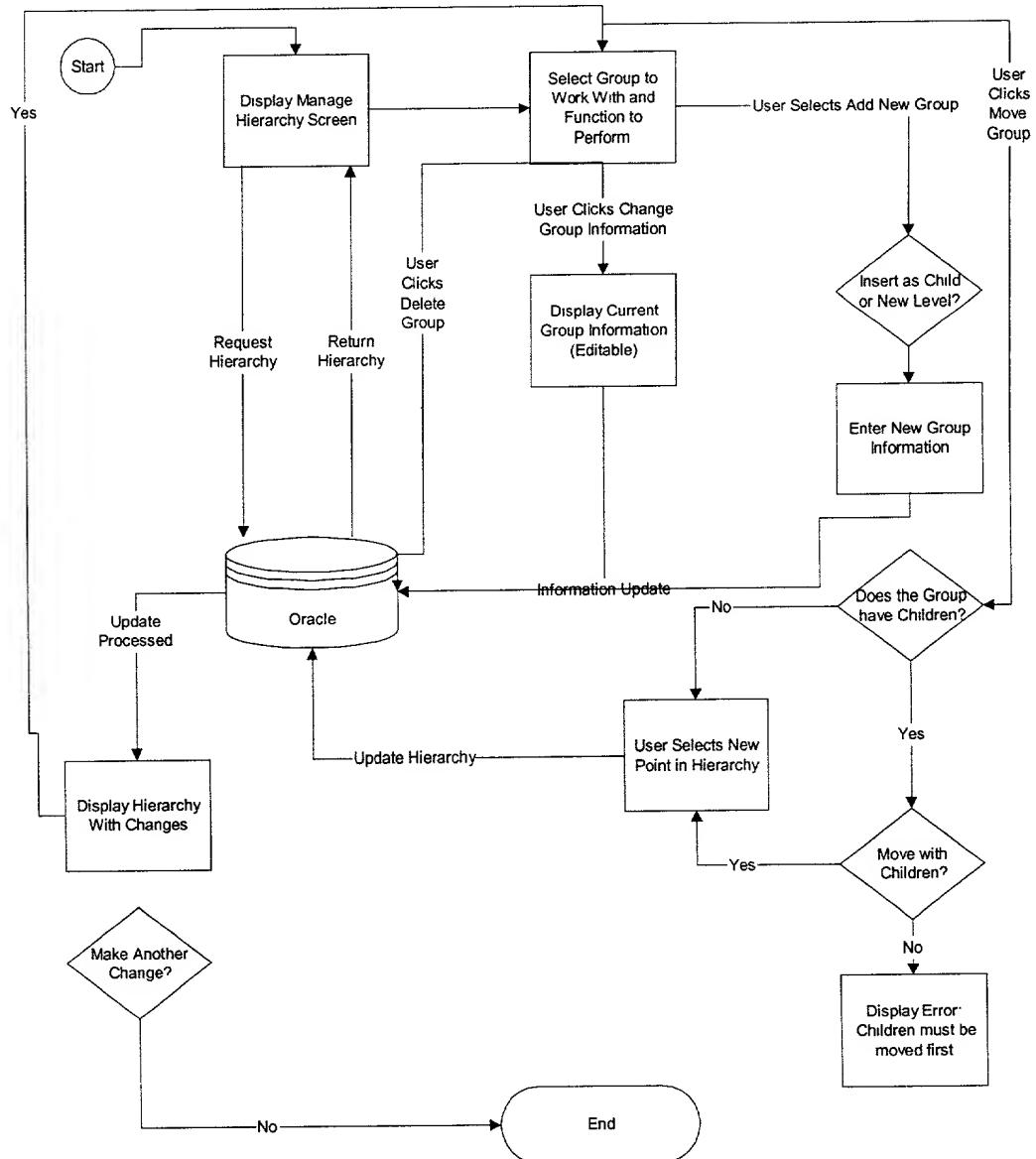


**Fig. 85**



**Fig. 86**

### Group Hierarchy Management: Data Flow



**Fig. 87**

8800

RSI MEMBER

CORPORATE GROUP

DIVISION

STATE

CITY AREA

RESTAURANT

DISTRIBUTOR

OPERATING GROUP

REGION

DISTRIBUTION CENTER

8804

8802

8800

**Fig. 88**

8902



1400

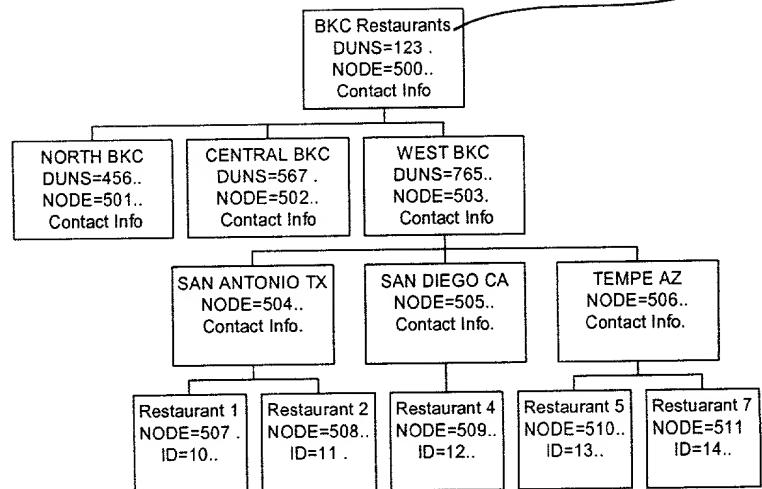
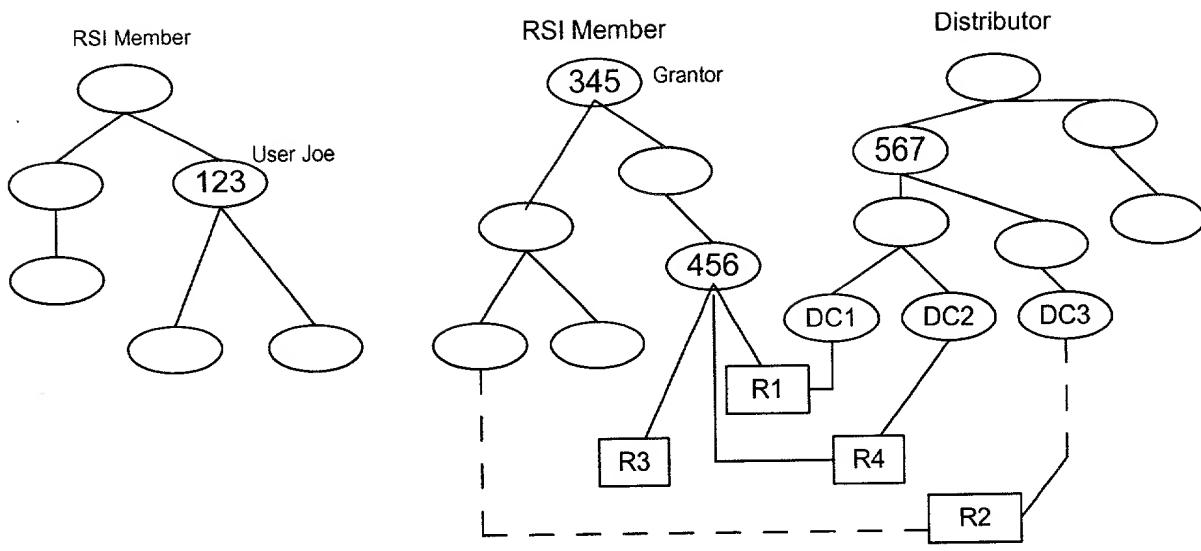


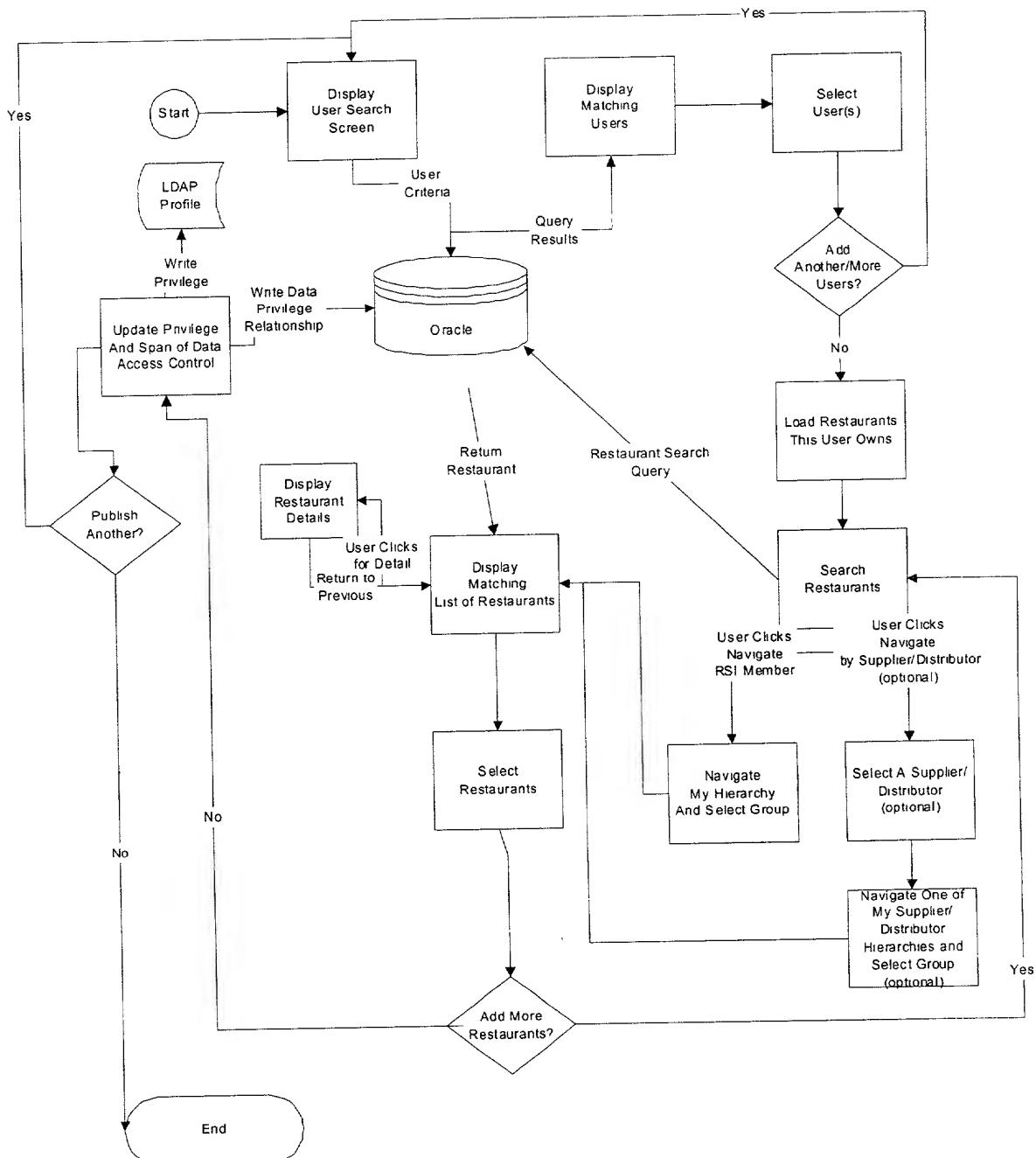
Fig. 89

9000

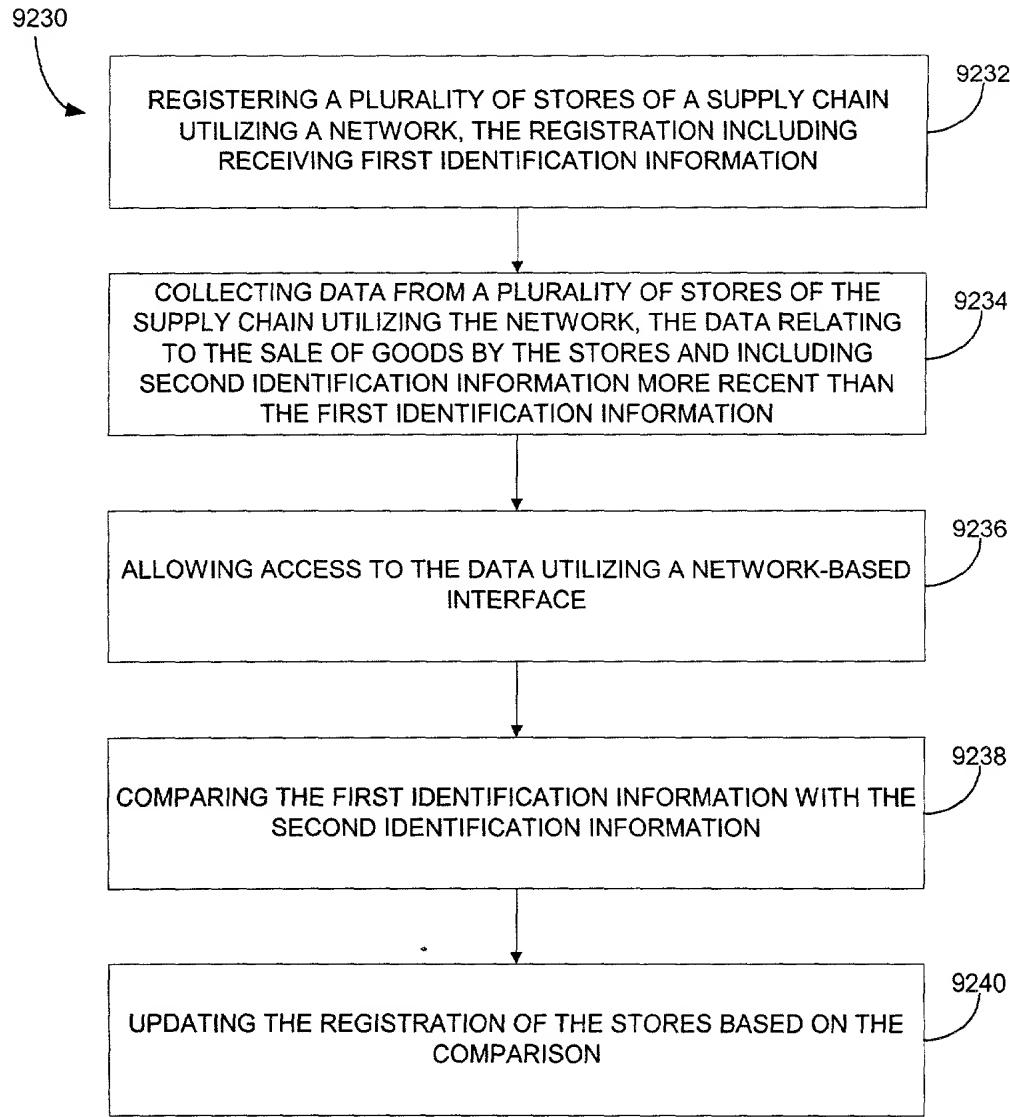


**FIG. 90**

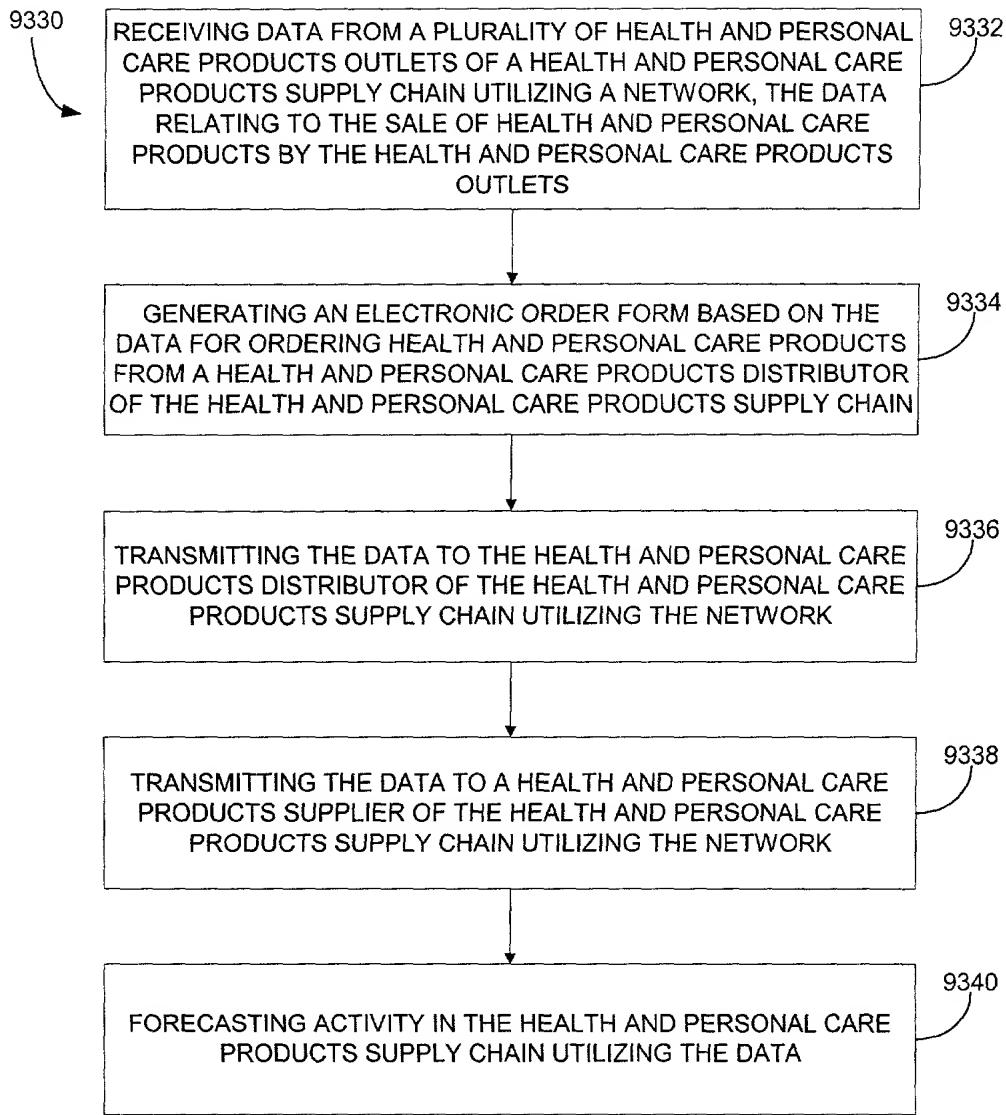
9100



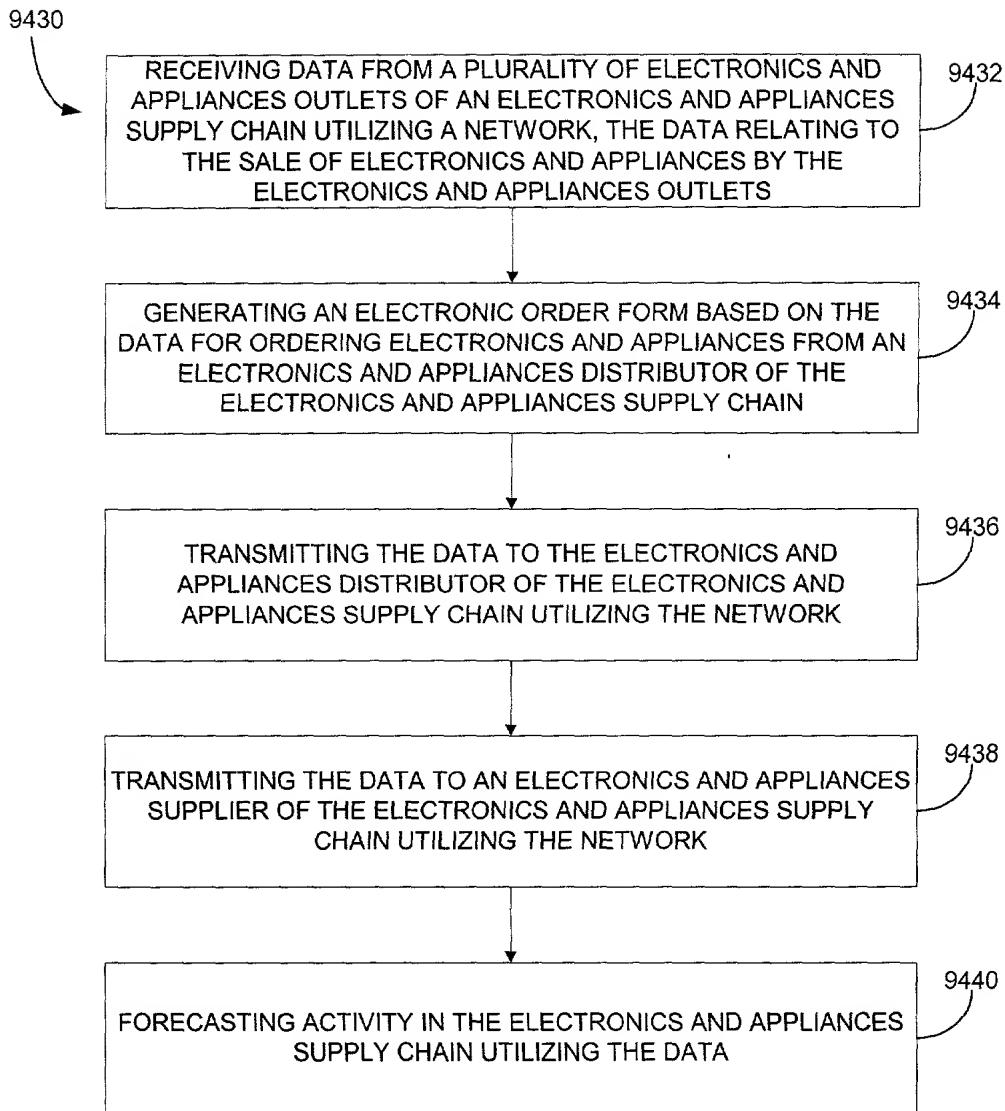
**Fig. 91**



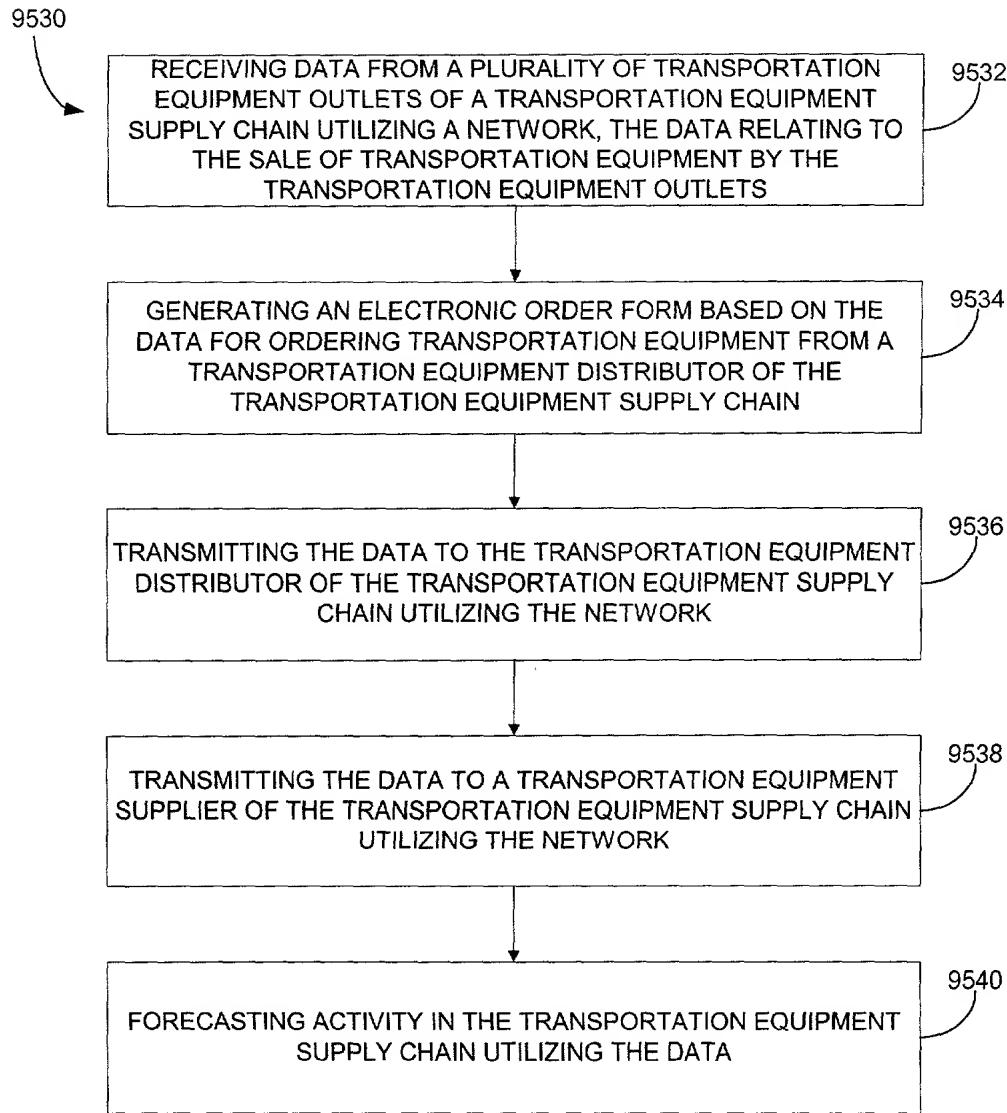
**FIG. 92**



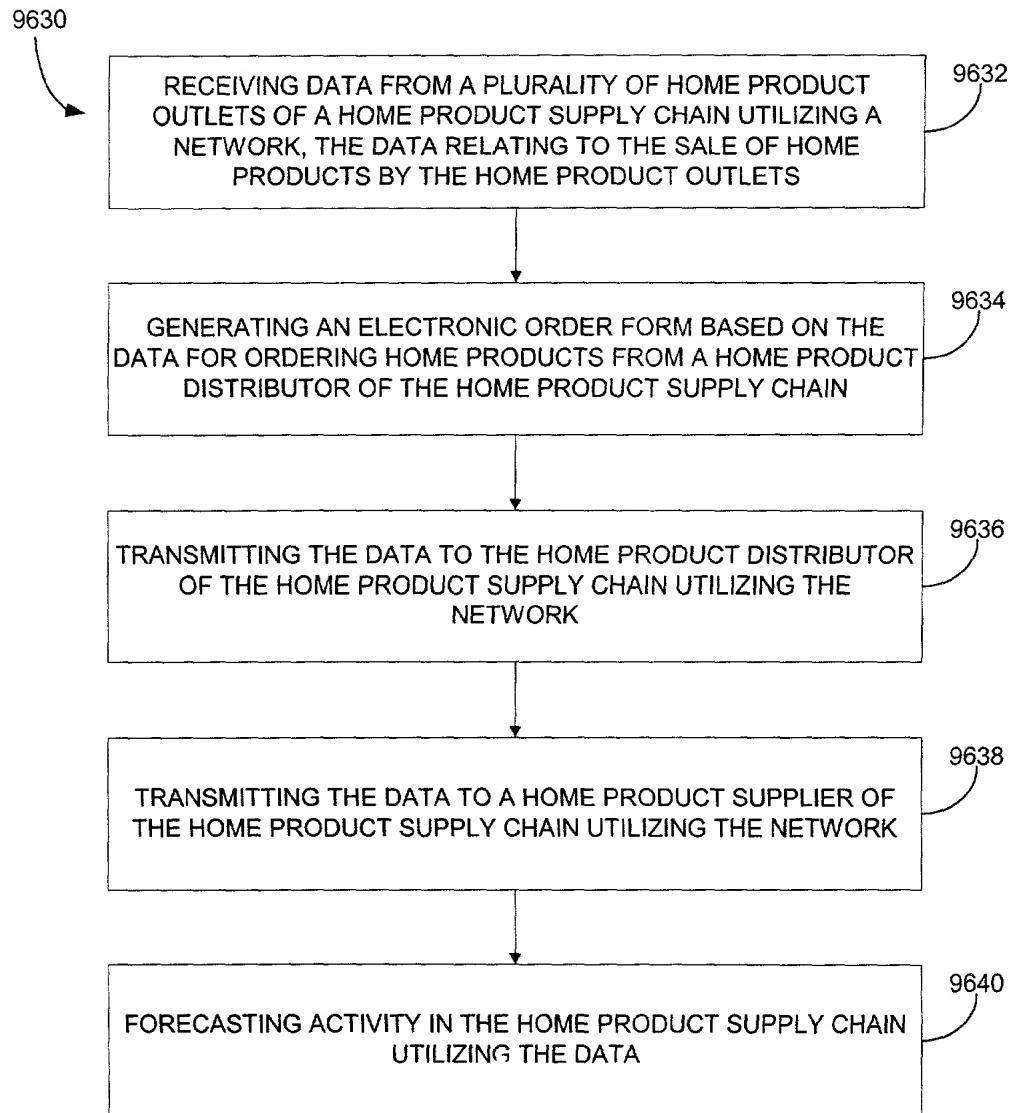
**FIG. 93**



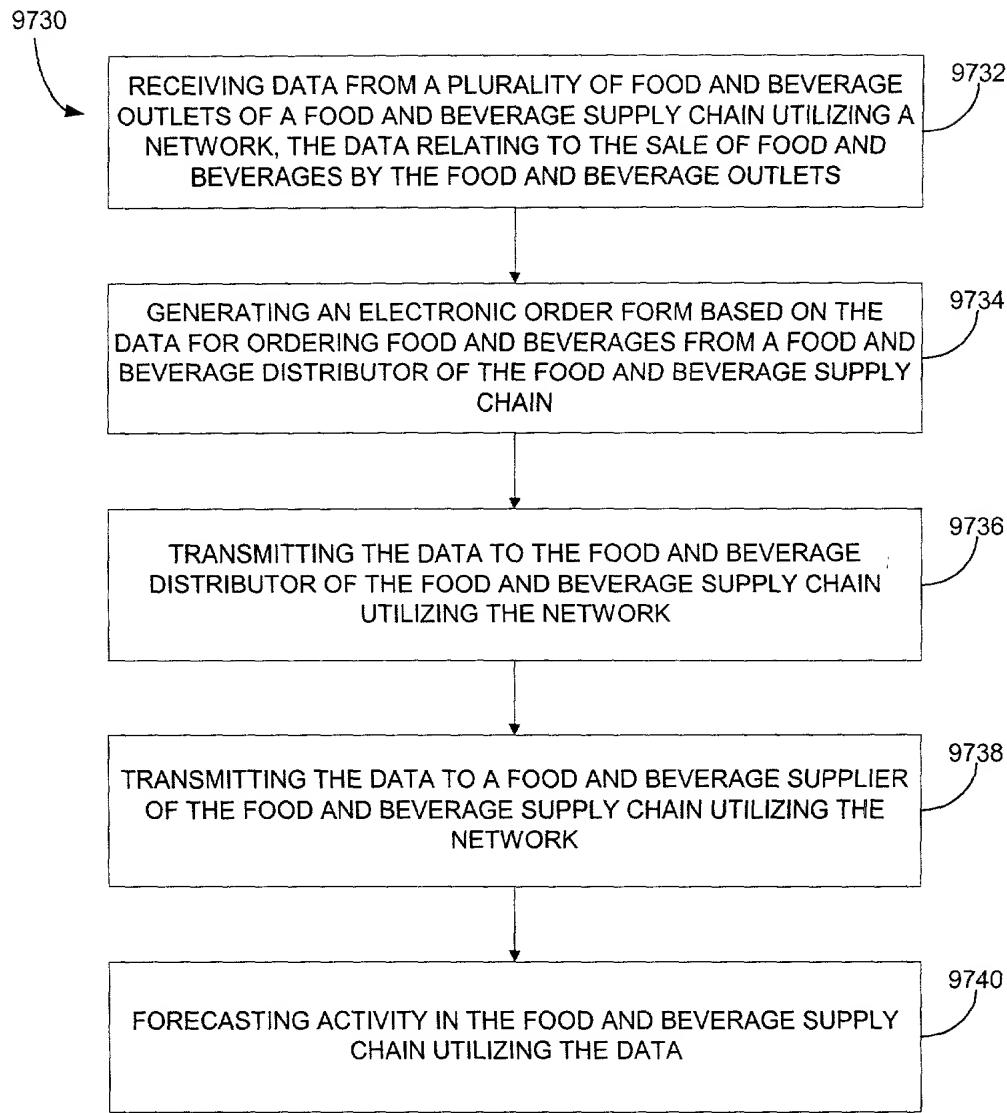
**FIG. 94**



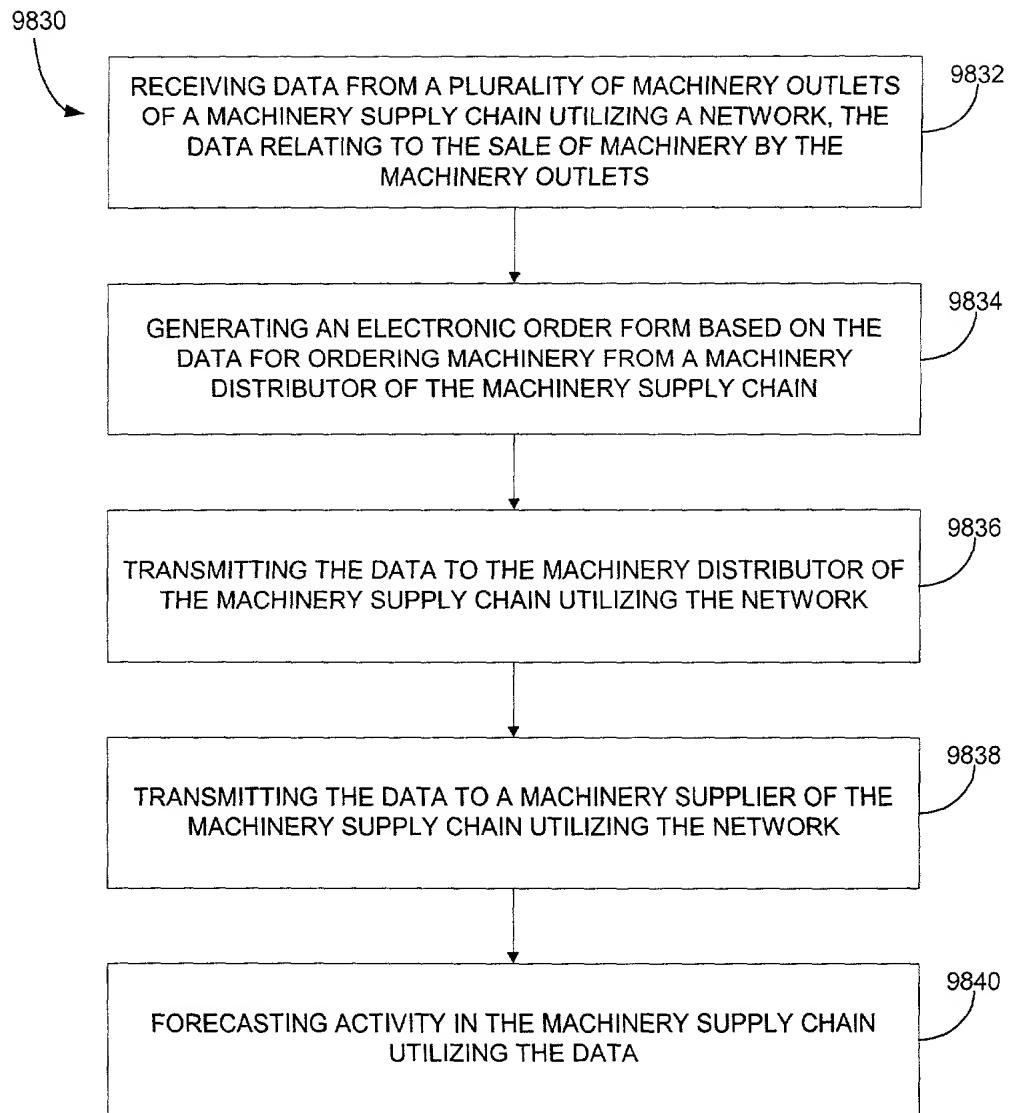
**FIG. 95**



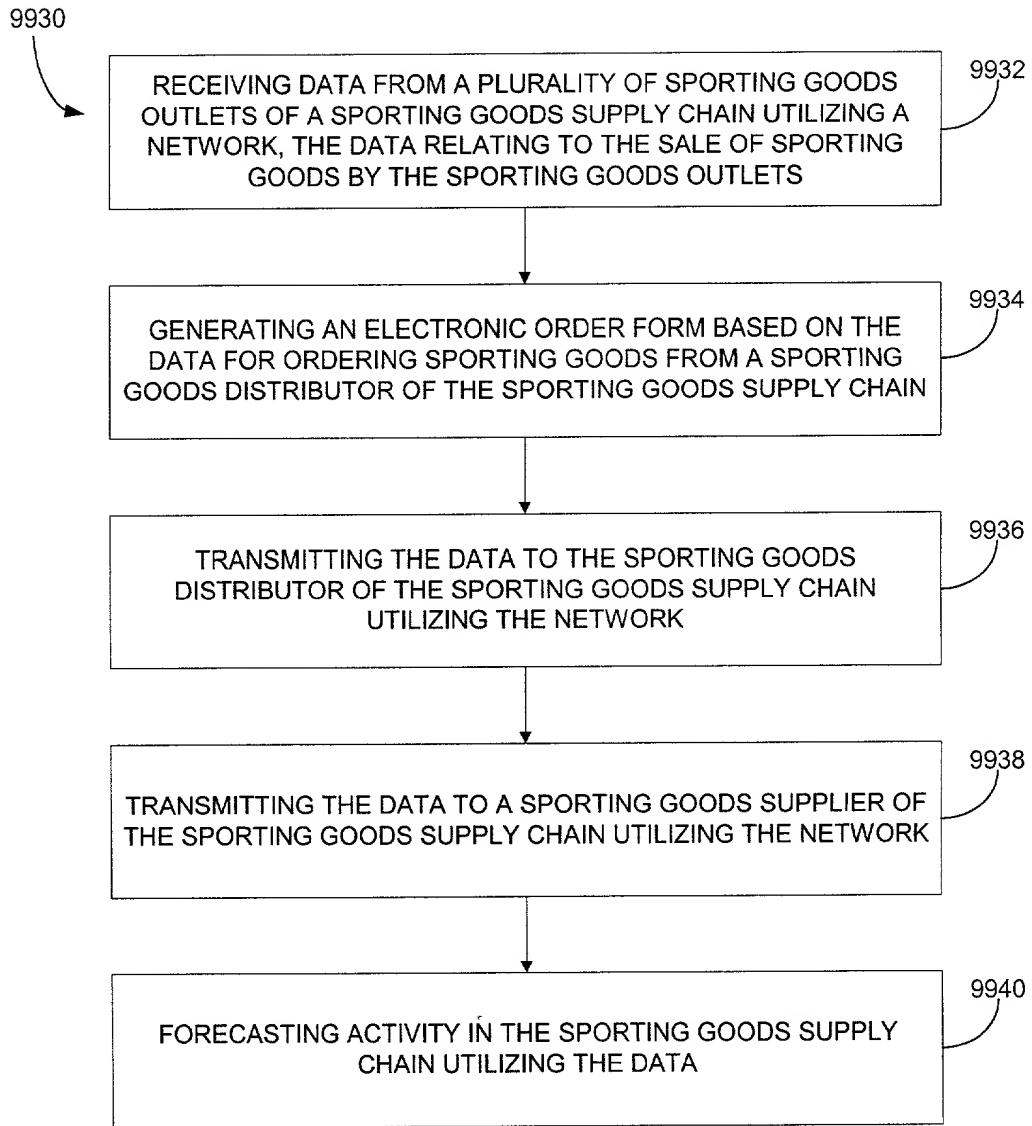
**FIG. 96**



**FIG. 97**

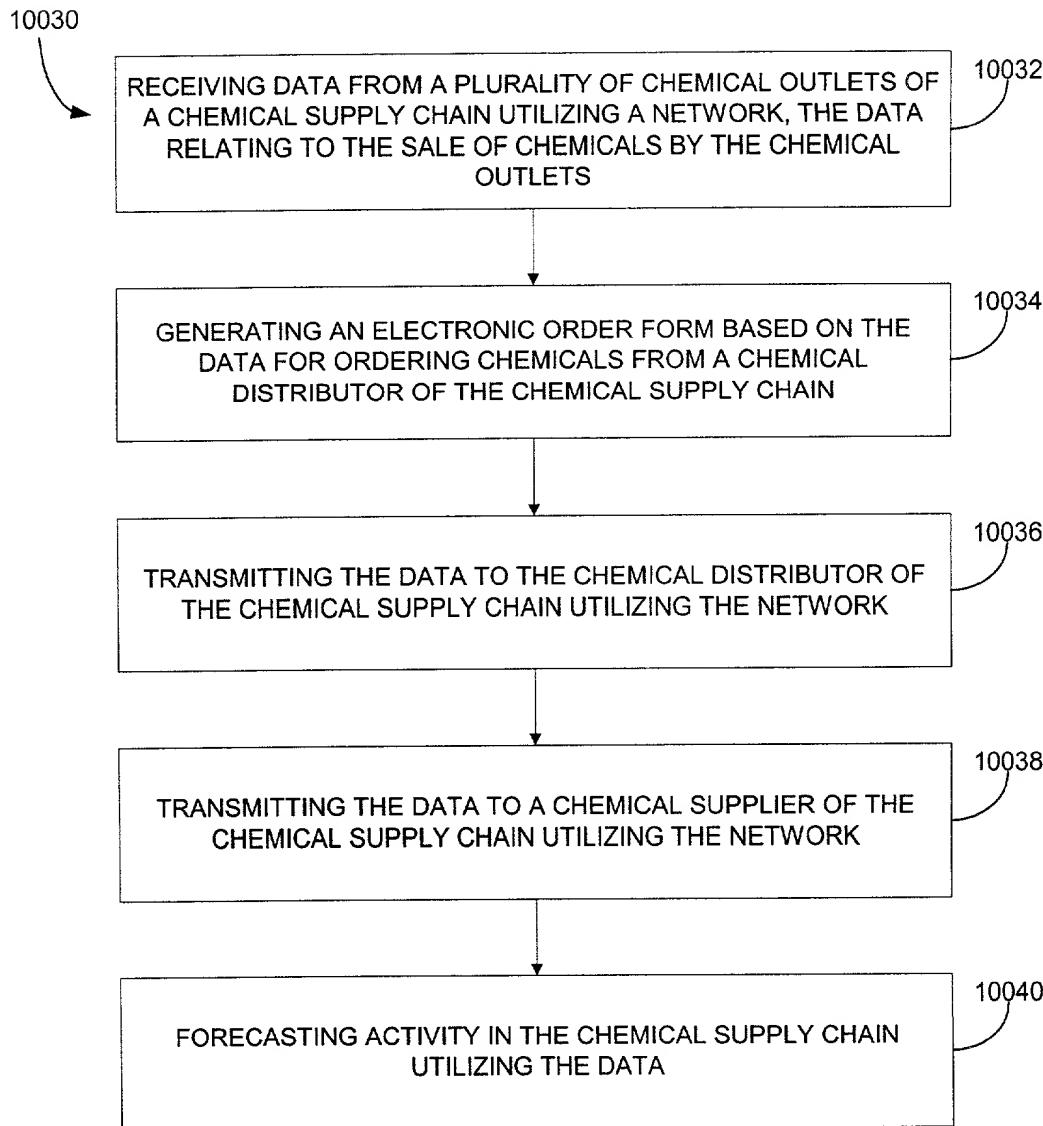


**FIG. 98**

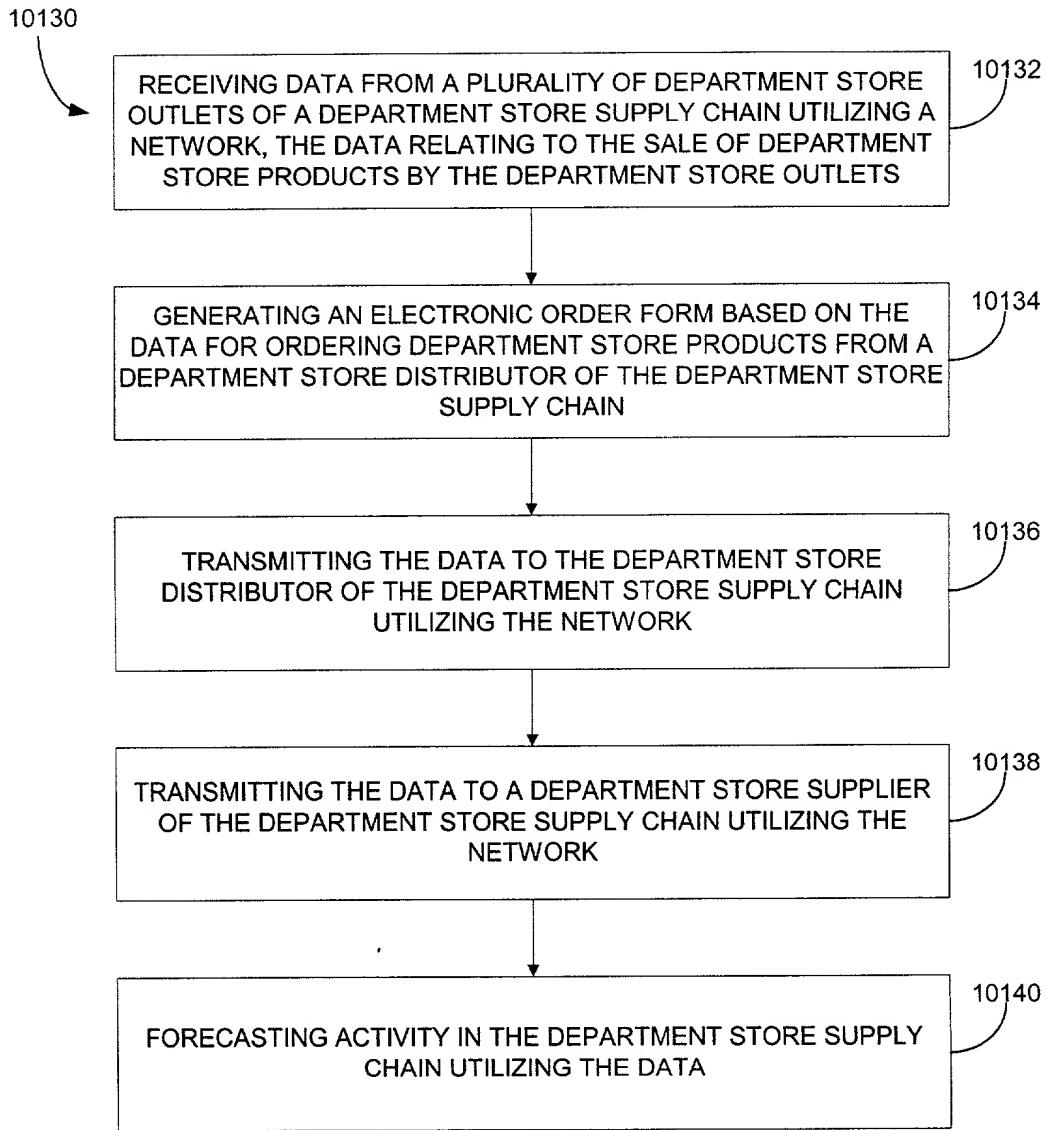


**FIG. 99**

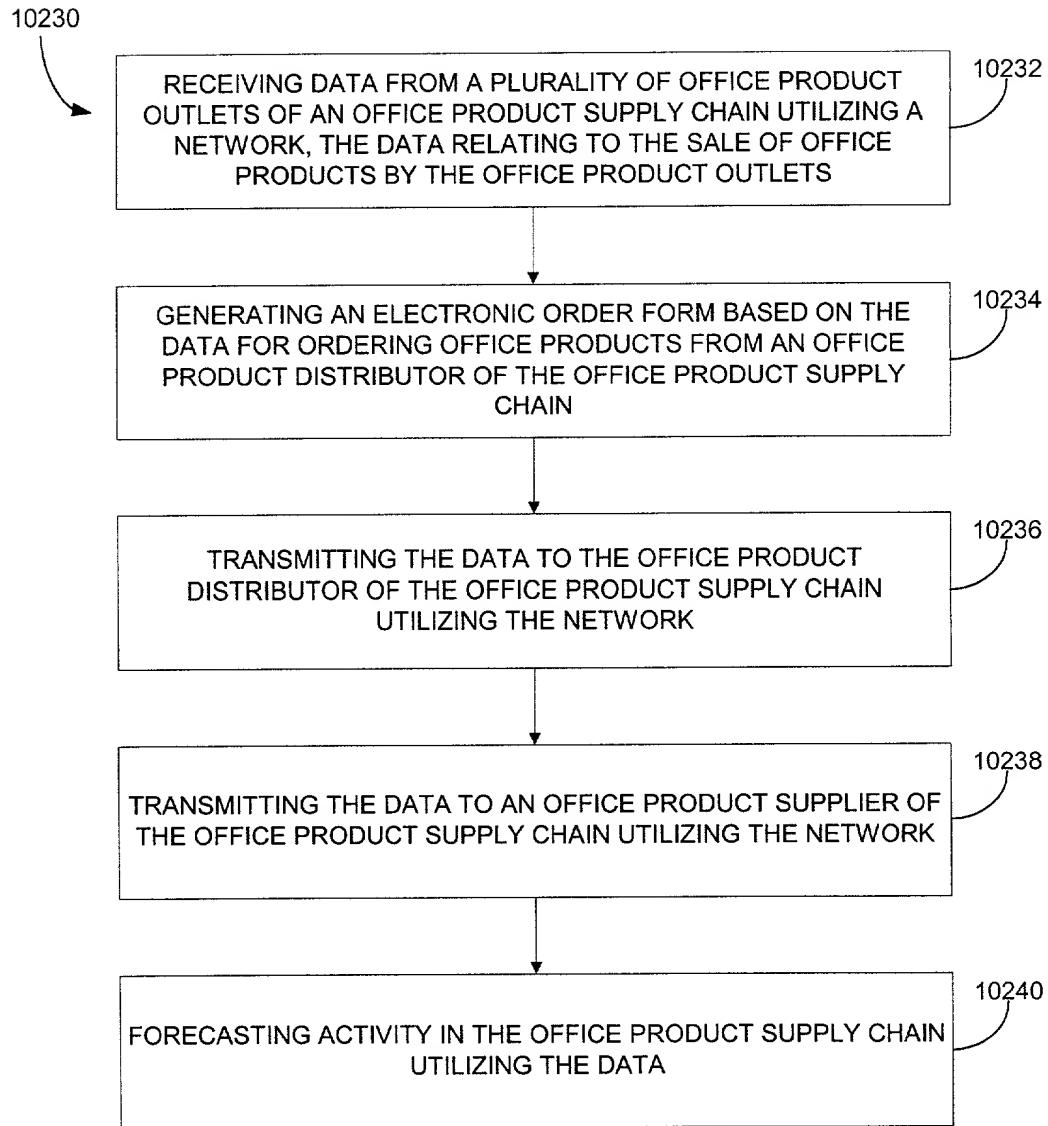
10030  
10032  
10034  
10036  
10038  
10040



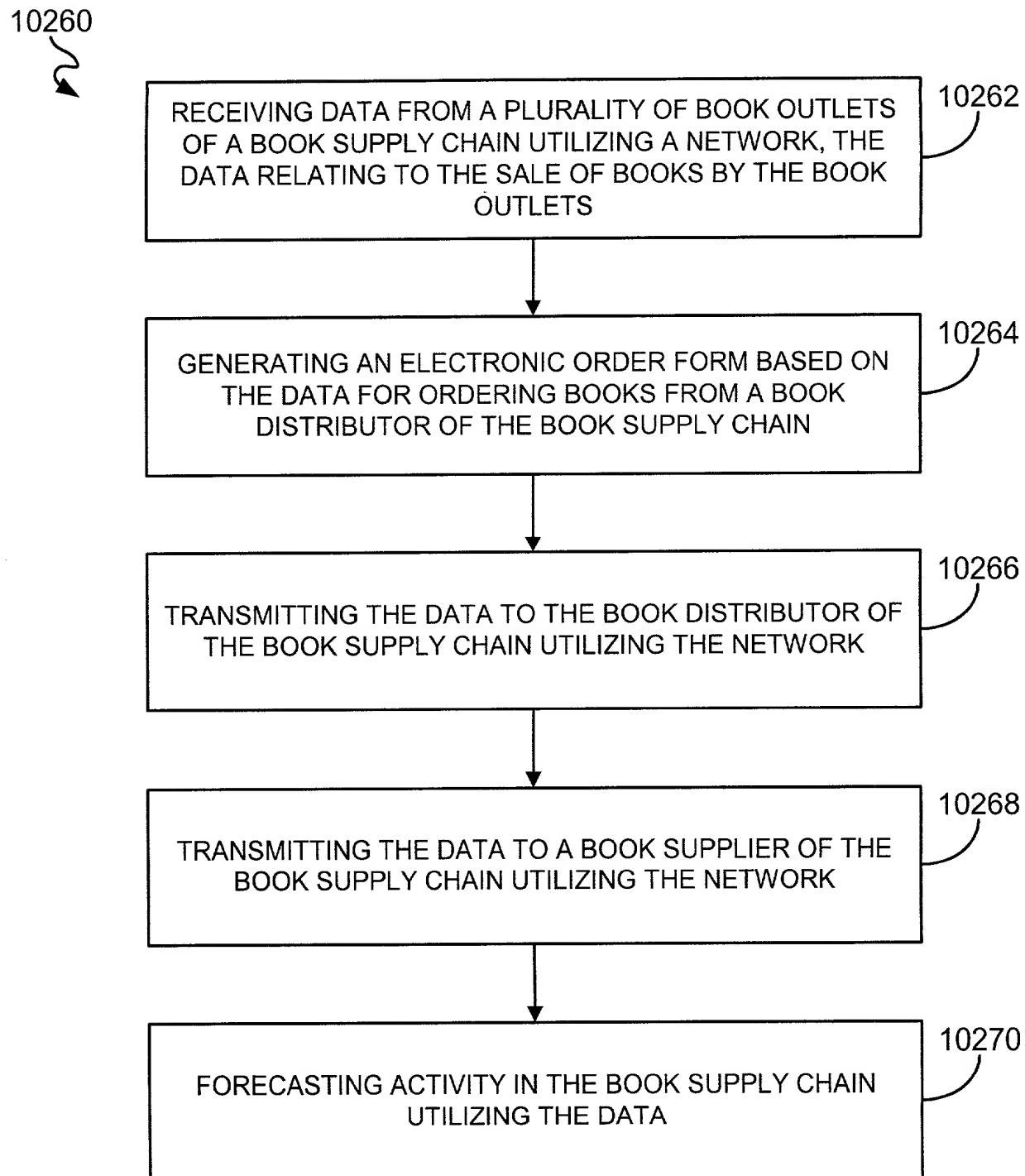
**FIG. 100**



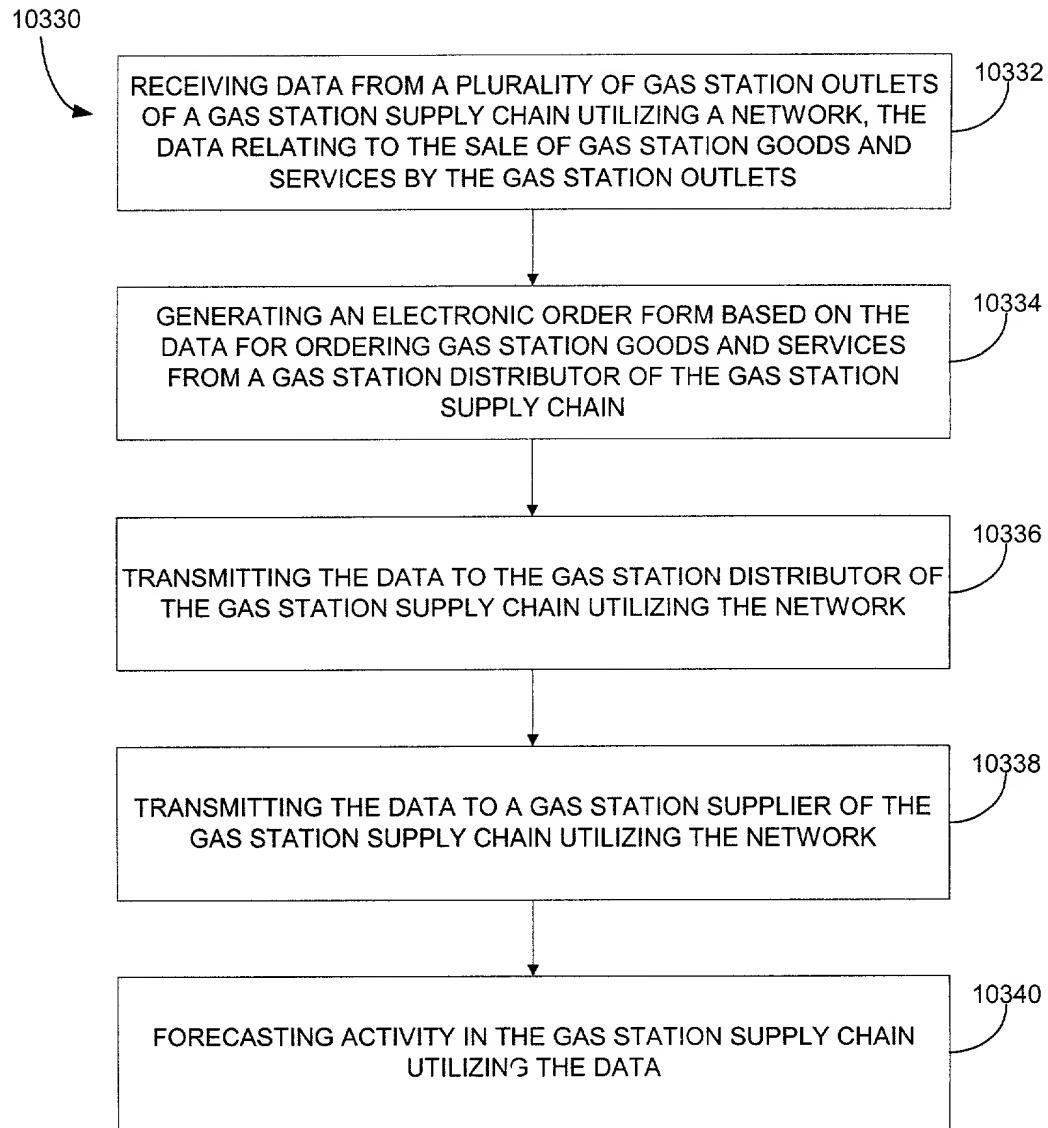
**FIG. 101**



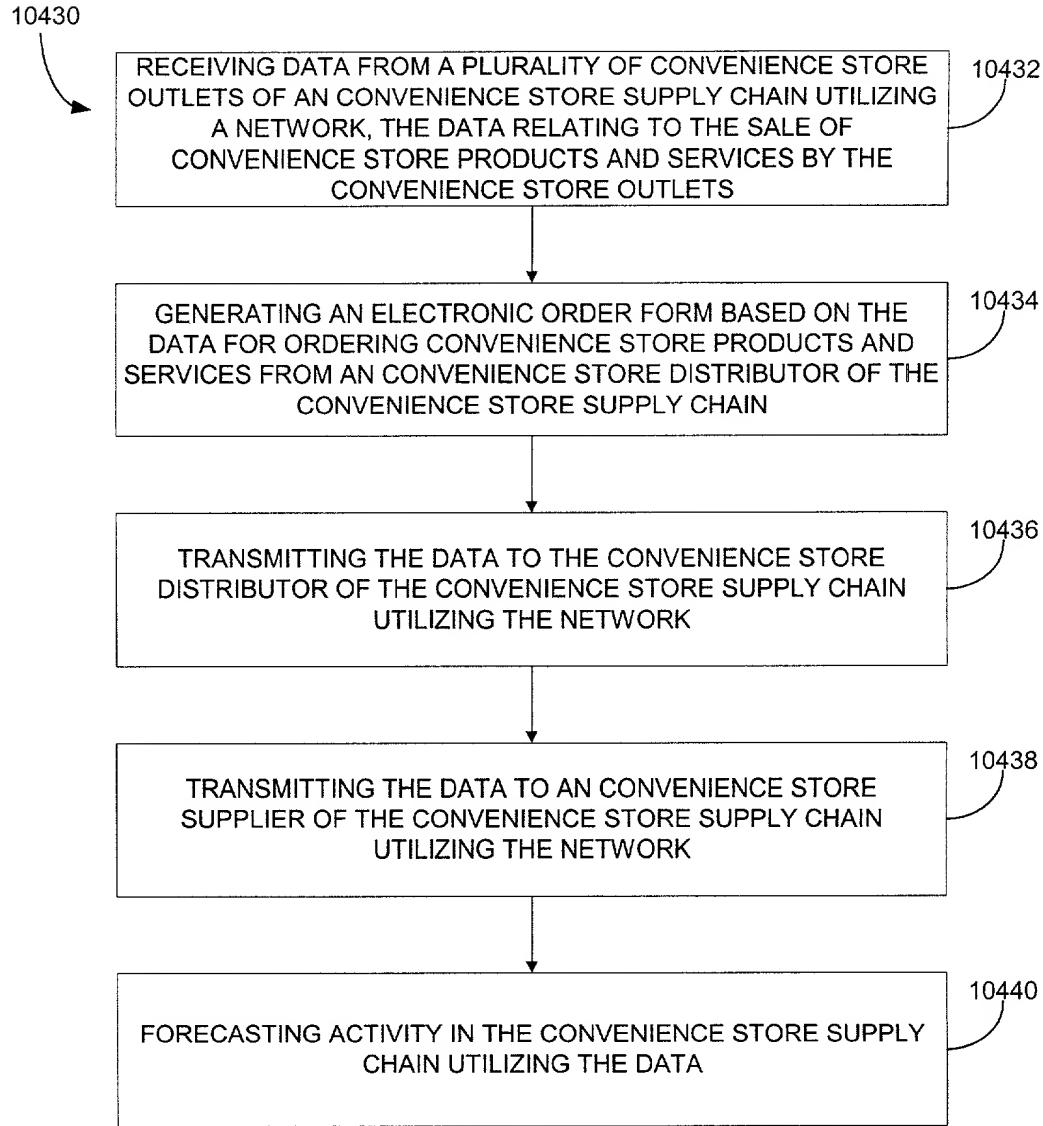
**FIG. 102A**



**FIG. 102B**



**FIG. 103**



**FIG. 104A**

10460

RECEIVING DATA FROM A PLURALITY OF TOY OUTLETS OF  
A TOY SUPPLY CHAIN UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF TOYS BY THE TOY OUTLETS

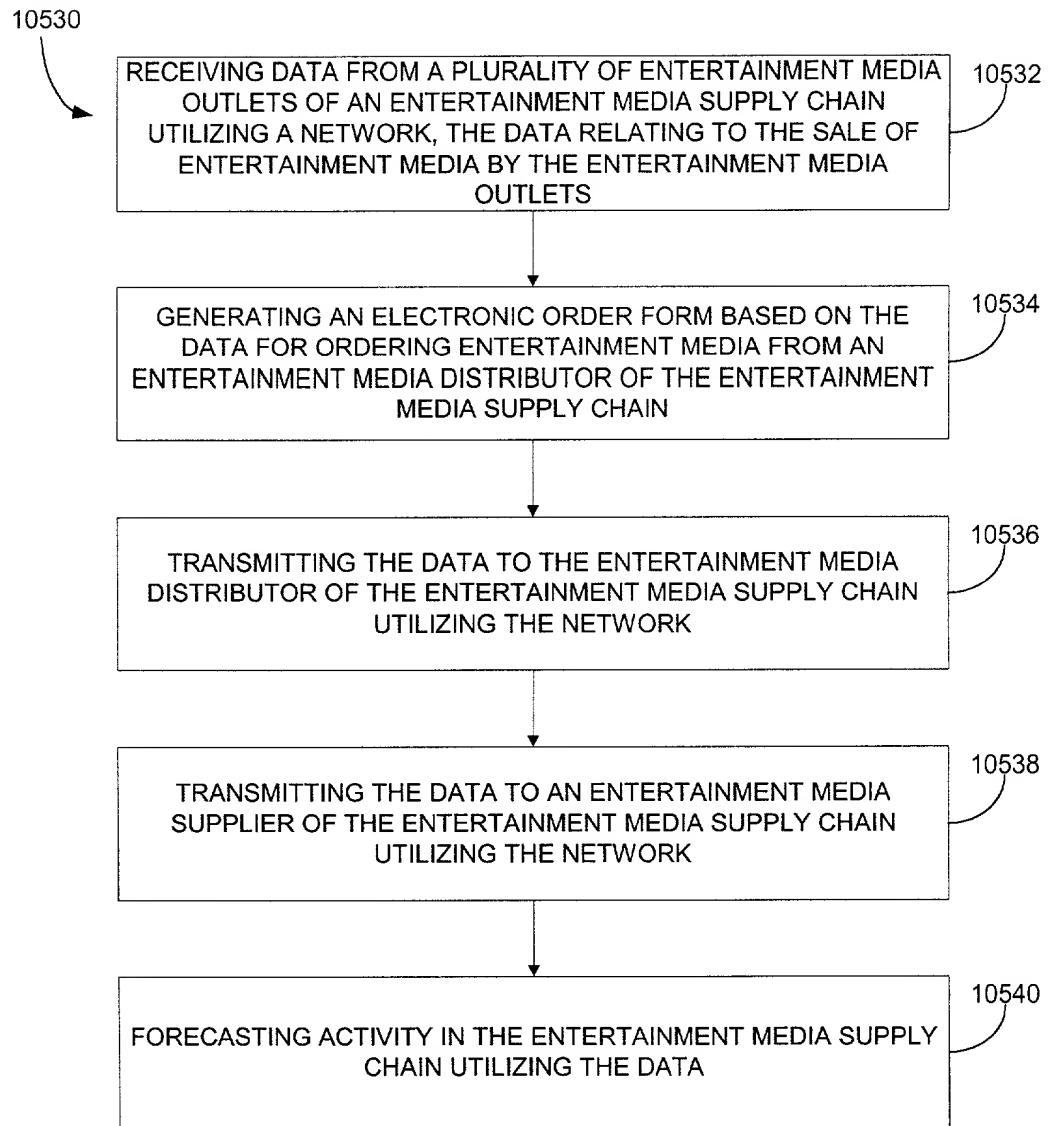
GENERATING AN ELECTRONIC ORDER FORM BASED ON  
THE DATA FOR ORDERING TOYS FROM A TOY DISTRIBUTOR  
OF THE TOY SUPPLY CHAIN

TRANSMITTING THE DATA TO THE TOY DISTRIBUTOR OF  
THE TOY SUPPLY CHAIN UTILIZING THE NETWORK

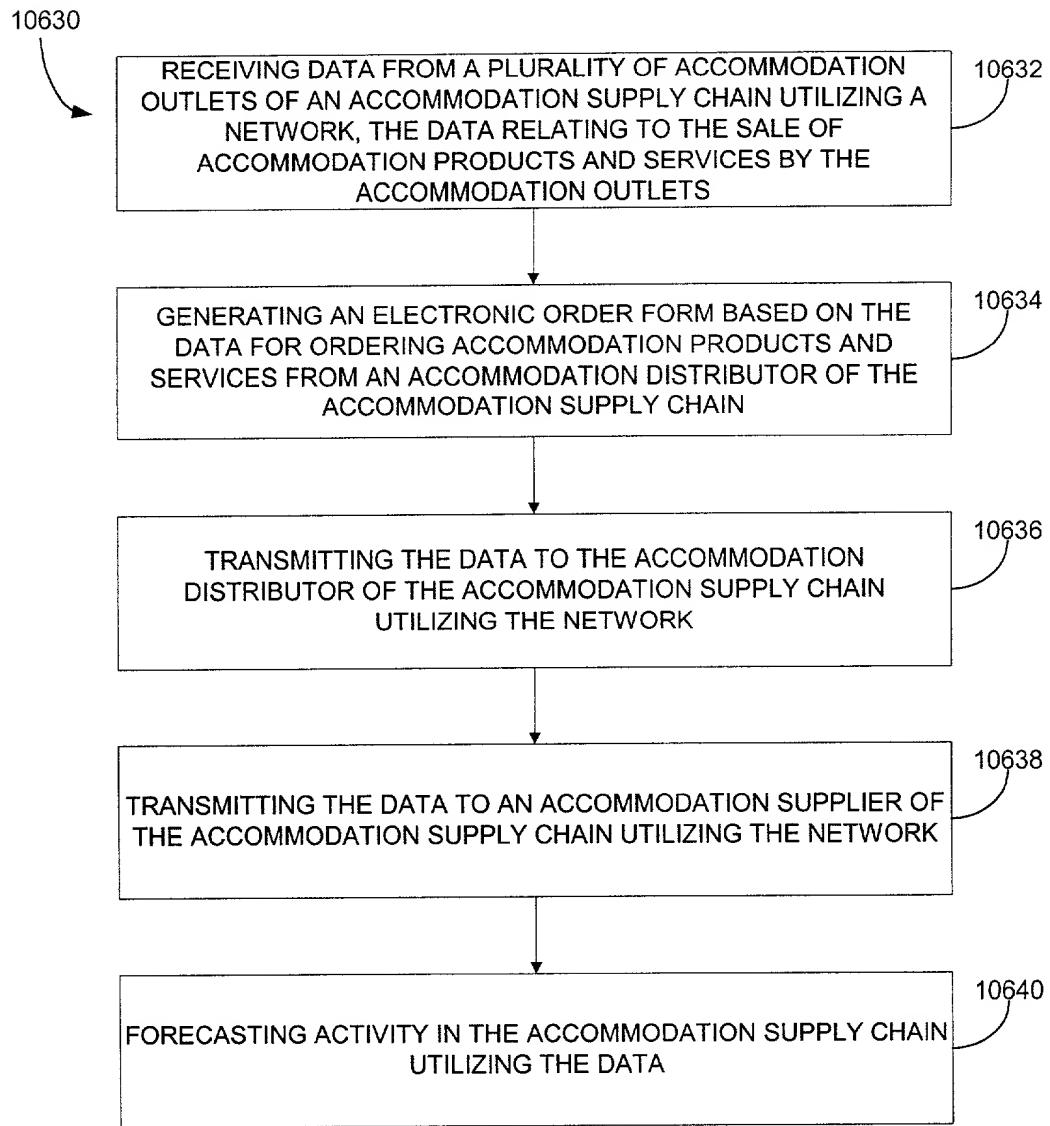
TRANSMITTING THE DATA TO A TOY SUPPLIER OF THE TOY  
SUPPLY CHAIN UTILIZING THE NETWORK

FORECASTING ACTIVITY IN THE TOY SUPPLY CHAIN  
UTILIZING THE DATA

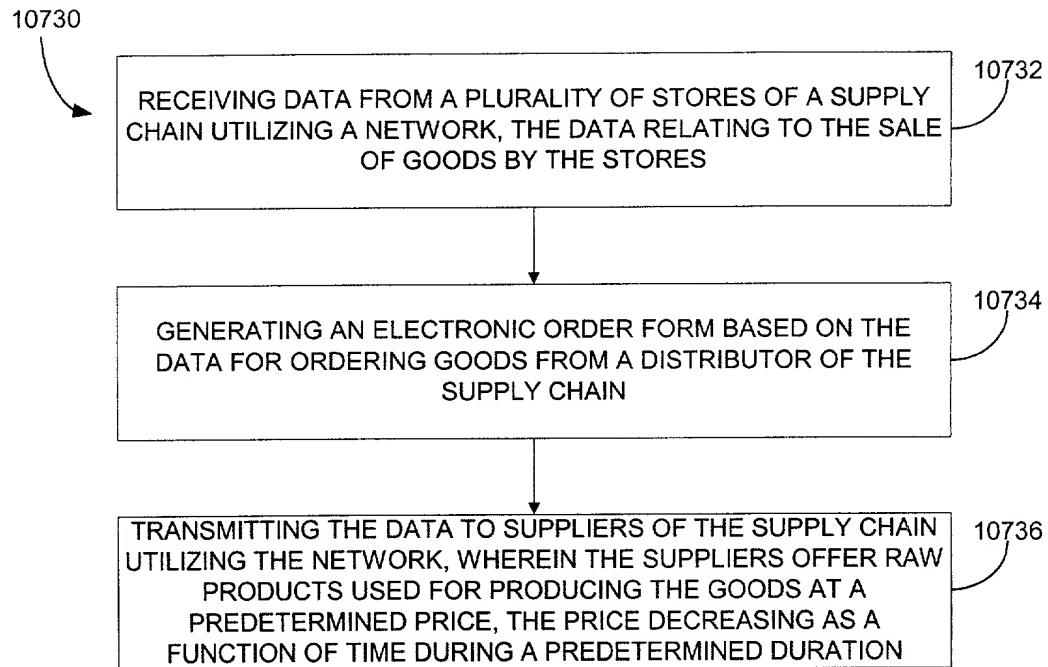
**FIG. 104B**



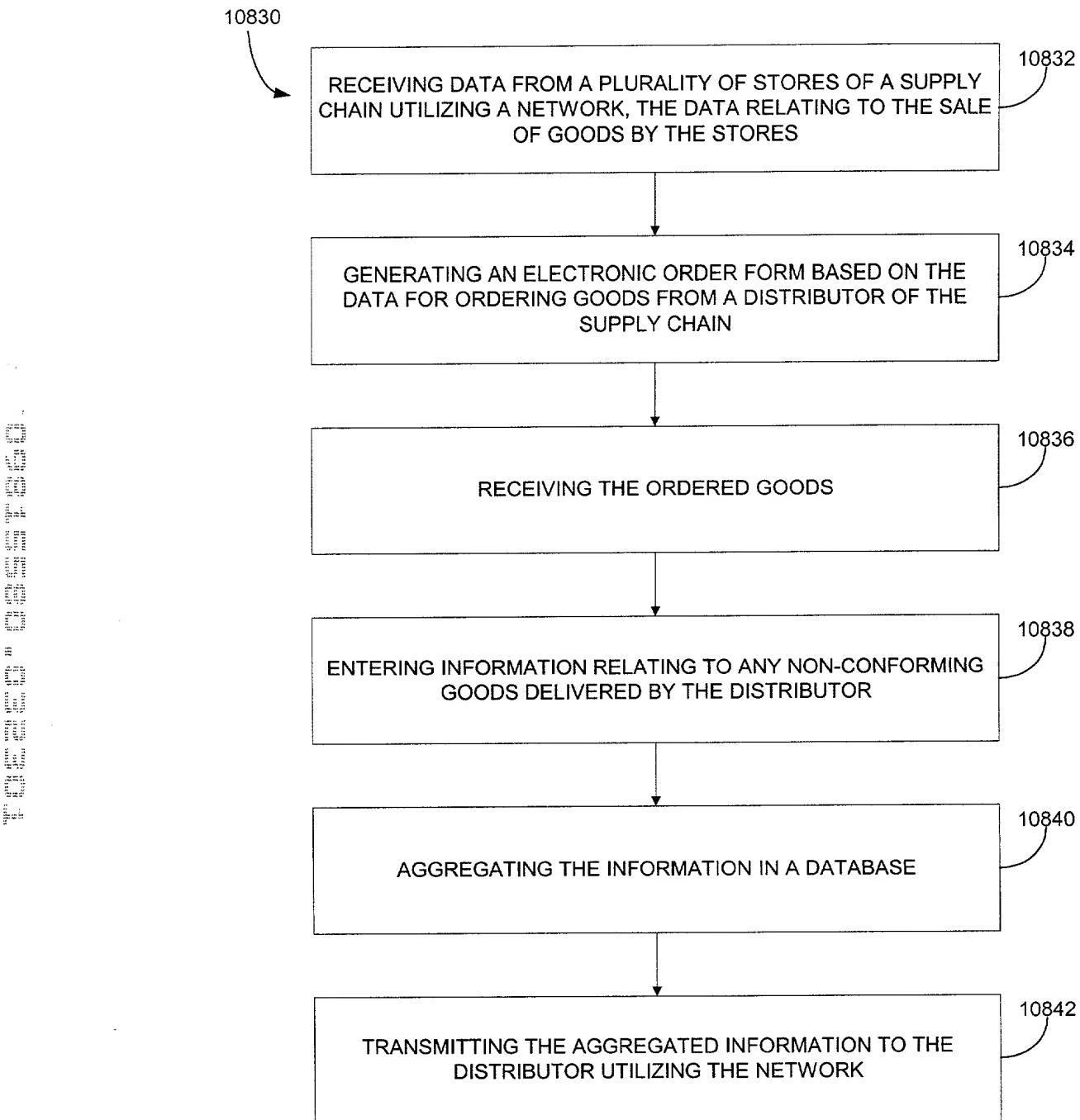
**FIG. 105**



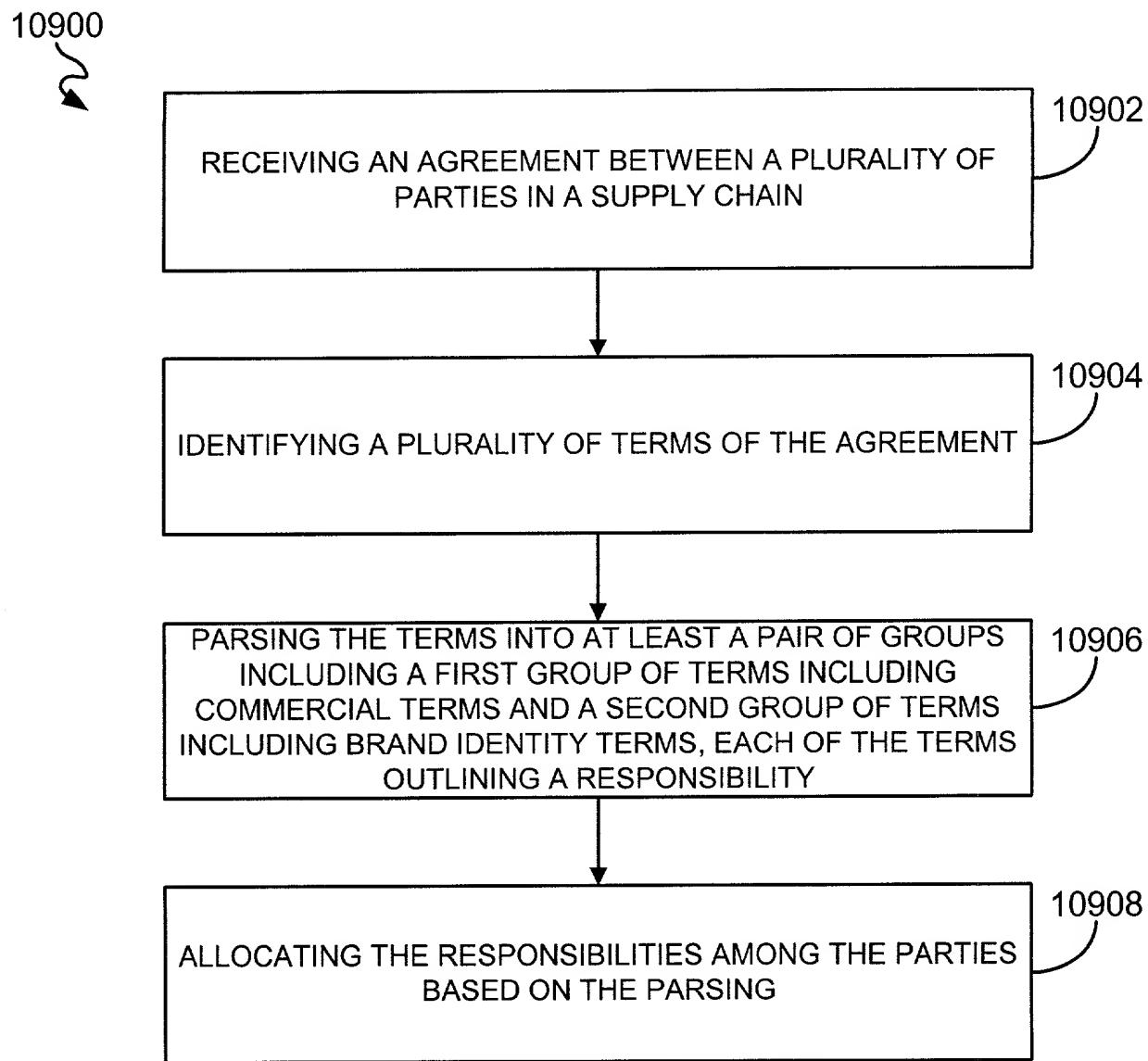
**FIG. 106**



**FIG. 107**

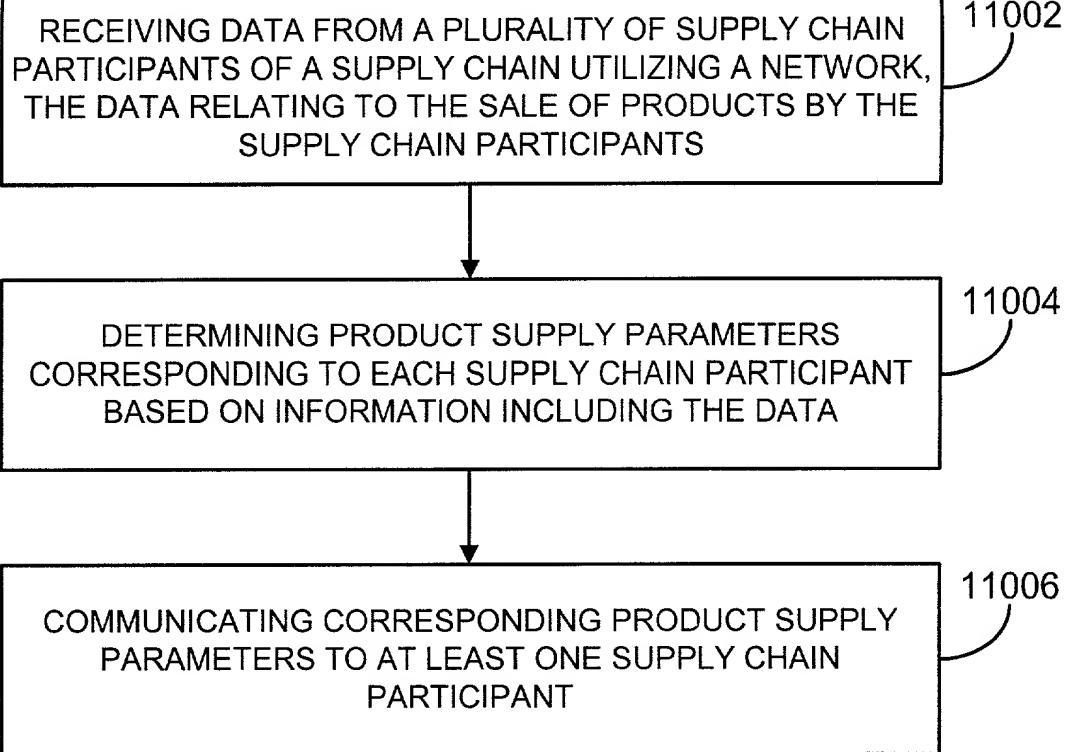


**FIG. 108**



**FIG. 109**

11000



**FIG. 110**

11100

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11102

DETERMINING RULES TO ENSURE THE INCURRENCE OF MINIMAL COSTS TO THE SUPPLY CHAIN PARTICIPANTS

11104

APPLYING THE RULES TO ENSURE SUPPLY TO THE SUPPLY CHAIN PARTICIPANTS AT MINIMAL COST WITHOUT REQUIRING THE SUPPLY CHAIN MANAGER TO TAKE TITLE TO ANY GOODS

11106

**FIG. 111**

11200

SELECTING ONE OF A PLURALITY OF CONTRACTS

TRANSMITTING THE SELECTED CONTRACT TEMPLATE TO A  
SUPPLY CHAIN PARTICIPANT

RECEIVING DATA FROM SUPPLY CHAIN PARTICIPANTS  
UTILIZING A NETWORK, THE DATA RELATING TO THE SALE  
OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

ENFORCING THE CONTRACT TEMPLATES IN ACCORDANCE  
WITH THE DATA

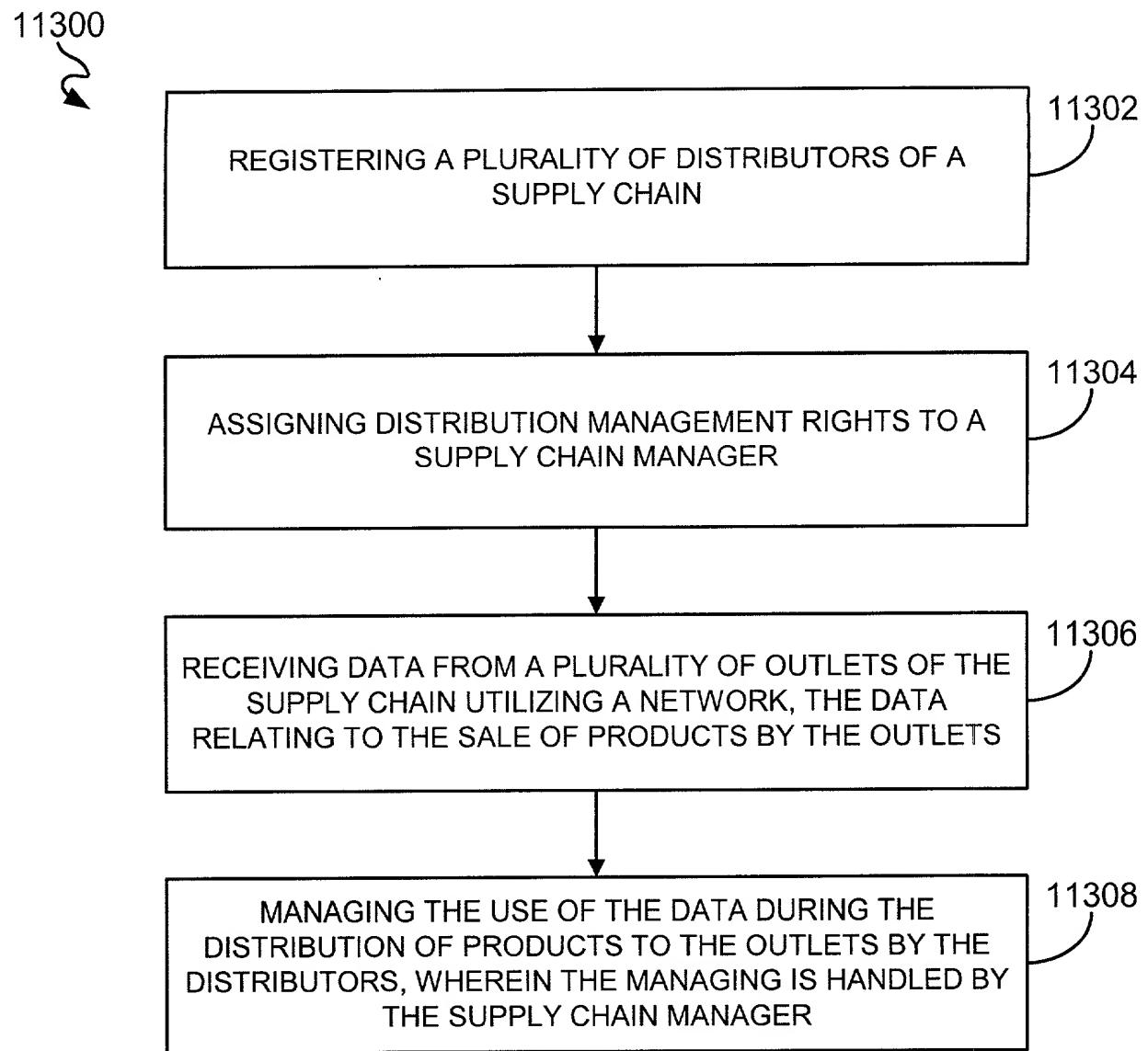
11202

11204

11206

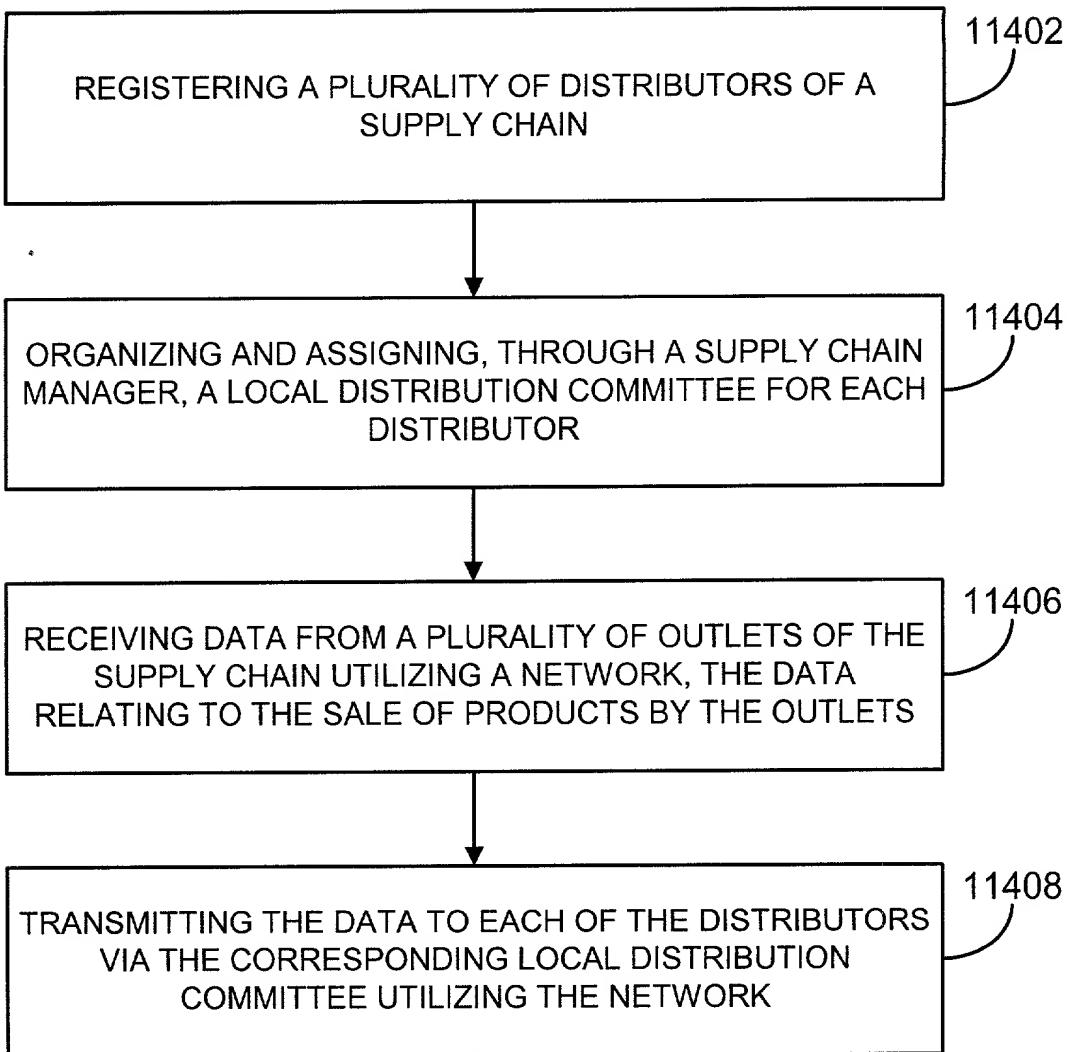
11208

**FIG. 112**



**FIG. 113**

11400



**FIG. 114**

11500

COLLECTING DATA FROM A PLURALITY OF STORES OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE STORES

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING GOODS FROM A PLURALITY OF DISTRIBUTORS OF THE SUPPLY CHAIN

SENDING THE ELECTRONIC ORDER FORMS TO THE DISTRIBUTORS UTILIZING THE NETWORK

RECEIVING INVOICES FROM THE DISTRIBUTORS UTILIZING THE NETWORK

CALCULATING A PRICE FOR THE GOODS UTILIZING THE ELECTRONIC ORDER FORMS AND THE INVOICES

AUDITING THE PRICE

**FIG. 115**

11600

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR A SUPPLY CHAIN PARTICIPANT

SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLY CHAIN PARTICIPANT UTILIZING THE NETWORK

TRACKING A PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

AUDITING THE PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

**FIG. 116**

11700

COLLECTING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE OUTLETS

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

PROCESSING THE DATA

SENDING THE PROCESSED DATA TO AT LEAST ONE OF A SUPPLIER, A DISTRIBUTOR AND THE OUTLETS IN THE SUPPLY CHAIN UTILIZING ELECTRONIC MAIL TRANSMITTED OVER THE NETWORK

**FIG. 117**

11800

NEGOTIATING AN AGREEMENT WITH A SUPPLIER OF A  
SUPPLY CHAIN THAT SETS A FIRST PRICE FOR A  
PREDETERMINED PRODUCT

11802

ORDERING THE PREDETERMINED PRODUCT FROM THE  
SUPPLIER BY A PURCHASING SUPPLY CHAIN PARTICIPANT

11804

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN  
PARTICIPANTS UTILIZING A NETWORK, THE DATA  
RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN  
PARTICANTS

11806

RECEIVING AN INVOICE FROM THE SUPPLIER BY THE  
PURCHASING SUPPLY CHAIN PARTICIPANT, WHEREIN THE  
INVOICE REFLECTS A SECOND PRICE FOR THE  
PREDETERMINED PRODUCT WHICH IS DIFFERENT FROM  
THE FIRST PRICE

11808

**FIG. 118**

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF LOSS TO ACCEPTABLE ORDERING STANDARDS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA AND THE ACCEPTABLE ORDERING STANDARDS FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

11902

11904

11906

11908

**FIG. 119**

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER FORMS INDICATE AN AMOUNT OF THE PRODUCTS ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

**FIG. 120**

12100

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE OUTLETS

MAKING THE DATA ACCESSIBLE TO THE OUTLETS, DISTRIBUTORS, AND SUPPLIERS UTILIZING A NETWORK BASED INTERFACE

AUCTIONING SURPLUS PRODUCTS FROM AT LEAST ONE OF THE OUTLETS UTILIZING THE NETWORK-BASED INTERFACE

**FIG. 121**

12200

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE EQUIPPED TO HANDLE SECURE SOCKETS LAYER (SSL) PROTOCOL

12202

12204

12206

**FIG. 122**

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE SUPPLY CHAIN

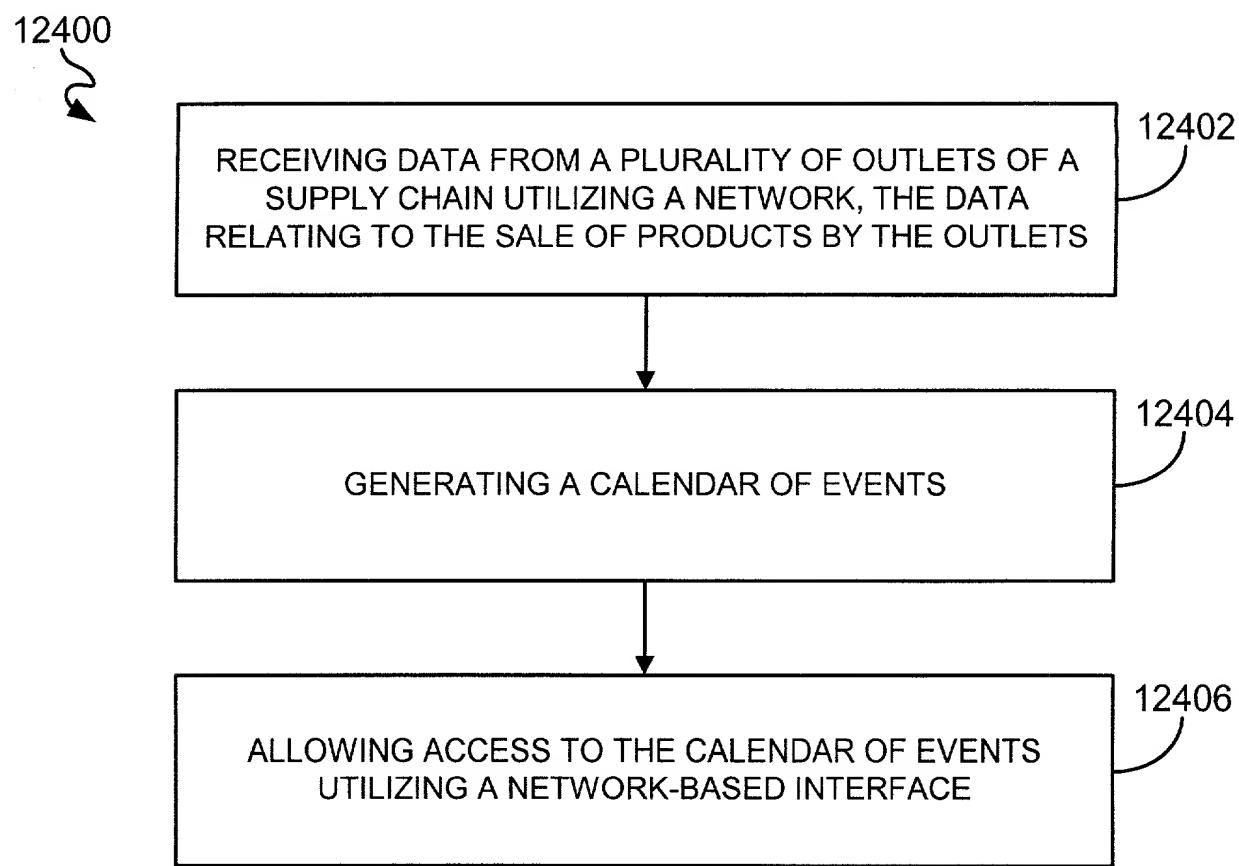
ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

12302

12304

12306

**FIG. 123**



**FIG. 124**

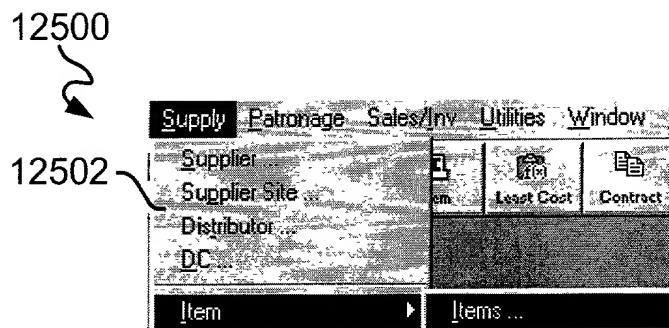


FIG. 125

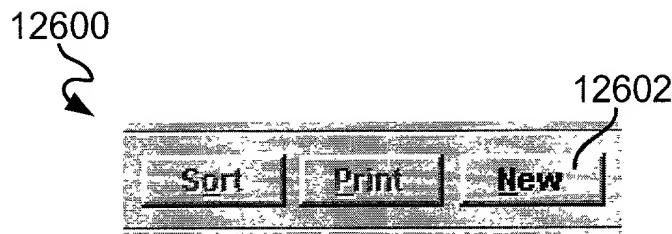


FIG. 126

12700

12702

Item Desc.

Item Number:

Status Code: Active

Product Cat Code:

Item Rank:

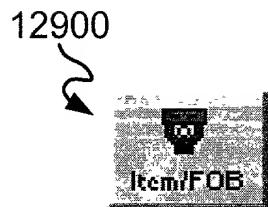
FIG. 127

12800  
↗

### Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**



**FIG. 129**

13000

**Supplier Item Desc:** [White Box] **Item No:** [White Box]

**Current:**  Yes  No

**Items per Case:** 5000 **Tie Qty:** [White Box]

**Innerpack Contents:** 5/1000 **High Qty:** [White Box]

**Item Size:** [Grey Box] **Cases Per Pallet:** [White Box]

**Case Length:** [Grey Box] **Stacking Allowed:** [White Box]

**Case Width:** [Grey Box] **Universal Product Code:** [White Box]

**Case Depth:** [Grey Box] **Cases Per Truckload:** 1350

**Case Dimension U/M:** INCH(S) **Net Weight:** 39.00

**Item Cube:** 0.95 CUBIC FEET **Gross Weight:** 39.00

**Item Shelf Life:** [White Box] **Weight U/M:** POUND(S)

**BarCode:** [White Box]

**White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier.**

**FIG. 130**

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> FOB Shipping Point
<b>Site Name:</b> TYSON FOODS - NEW HOLLAND, PA		

13102

**FIG. 131**

13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	
<b>Status:</b>	Active	<input checked="" type="checkbox"/>
	<b>Railroad Name:</b>	<b>Rail Siding:</b>

**FIG. 132**

13300

DEFINING A PLURALITY OF ITEMS UTILIZING A GRAPHICAL  
USER INTERFACE

13302

SELECTING A SUPPLIER SITE FROM A SET UTILIZING THE  
GRAPHICAL USER INTERFACE, THE SET OF SUPPLIER  
SITES BEING DETERMINED BASED ON THE DEFINITION OF  
THE ITEMS

13304

DETERMINING A DISTRIBUTION CENTER UTILIZING THE  
GRAPHICAL USER INTERFACE, THE DISTRIBUTION CENTER  
BEING DESIGNATED TO INTERFACE WITH THE SUPPLIER  
SITE FOR DISTRIBUTION OF THE ITEMS

13306

**FIG. 133**

13400

Item: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96 End: 9/1/96 Final:

Override Rules:  Yes  No Apply By: Cell

**FIG. 134**

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE,	TYSON FOODS - NEW HOLLAND, PA

**FIG. 135**

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

**FIG. 136**

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

**FIG. 137**

13800

**FIG. 138**

13900

Min Ordr	UM	Slip	Deliw.
1	TRUCKLOAD(S Pallet		
1	TRUCKLOAD(S Pallet		

**FIG. 139**

14000

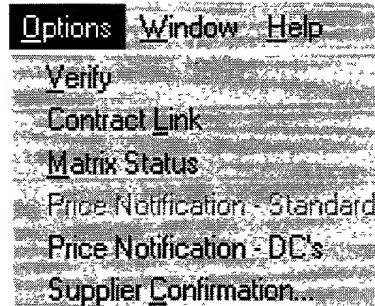
Carrier	Stated Vol.
Truck	83,600
Truck	215,040

**FIG. 140**

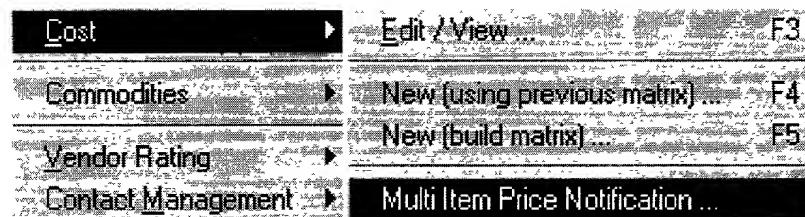
14200

**FIG. 142**

14100

**FIG. 141**

14300

**FIG. 143**

14400

IDENTIFYING AT LEAST ONE ITEM TO BE DISTRIBUTED  
UTILIZING A GRAPHICAL USER INTERFACE

ASSOCIATING A COST MODEL WITH THE ITEM UTILIZING  
THE GRAPHICAL USER INTERFACE

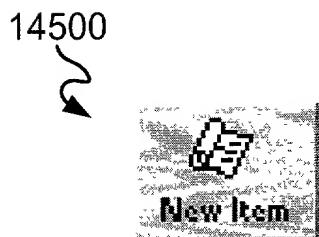
DETERMINING A TIME FRAME DURING WHICH THE COST  
MODEL IS VALID UTILIZING THE GRAPHICAL USER  
INTERFACE, WHEREIN THE COST MODEL IDENTIFIES A  
CONTRACT COST, AN INVOICE COST, AND A LANDED COST  
ASSOCIATED WITH THE DISTRIBUTION OF THE ITEM

14402

14404

14406

**FIG. 144**



**FIG. 145**

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersh

Current Buyer Name: Chris Stanton

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

**FIG. 146**

14700

Contract Start Date: 05/15/98

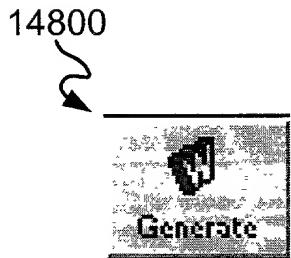
Contract End Date: 12/31/02

Execution Date: 5/15/98

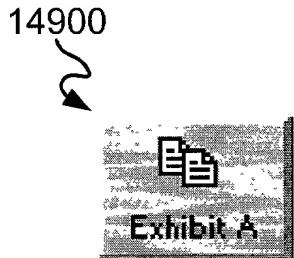
Effective: Shipment Date

Payment Terms: Net 10

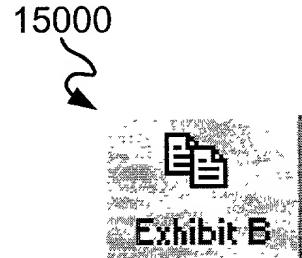
**FIG. 147**



**FIG. 148**



**FIG. 149**



**FIG. 150**

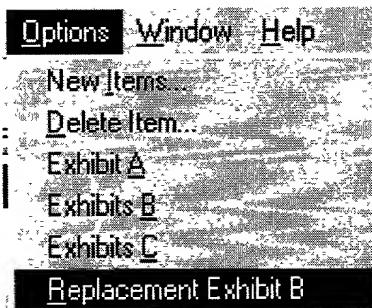
15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF 77%	8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER 4.0 OZ	8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER JR 2.8 OZ	8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200



15300



FIG. 152

FIG. 153

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER INTERFACE

15402

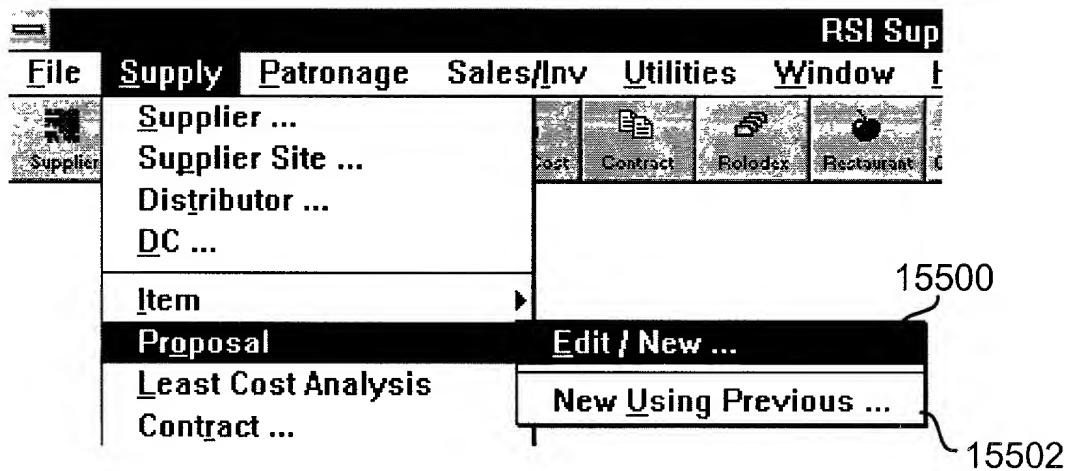
ASSOCIATING THE CONTRACT WITH AN ITEM TO BE DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH MORE THAN ONE CONTRACT

15406

**FIG. 154**



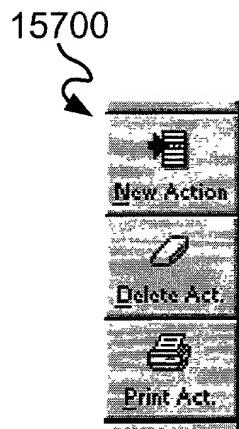
**FIG. 155**

15600

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest.	Usage	Templates	View Bid
<b>Proposal Information</b>								
Proposal ID:	1021		Proposal Due Date: 06/12/97					
Proposal Name:	Foam Hot Cups & Polystyrene Lids				Contract Begin Date: 07/01/97			
Buyer Name:	Dennis Clabby		Contract End Date: 06/30/98					
<b>Actions</b>								
#	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup						

**FIG. 156**



**FIG. 157**

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info Items Suppliers DCs FOB Price DC/Rest Usage Templates View Bid

Search Query Reset

Query Values

2 Rows Selected

Item Description
CUP-HOT

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

**FIG. 158**

15800

Item Description	
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

Item Description	
CUP-HOT 12 OZ (DRY)	15902
CUP-HOT 16 OZ (500 CT) (DRY)	
CUP-HOT 8 OZ (DRY)	
LID-HOT 12/16 OZ (DRY)	
LID-HOT 8 OZ (DRY)	

5 Rows Selected

**FIG. 159**

16000

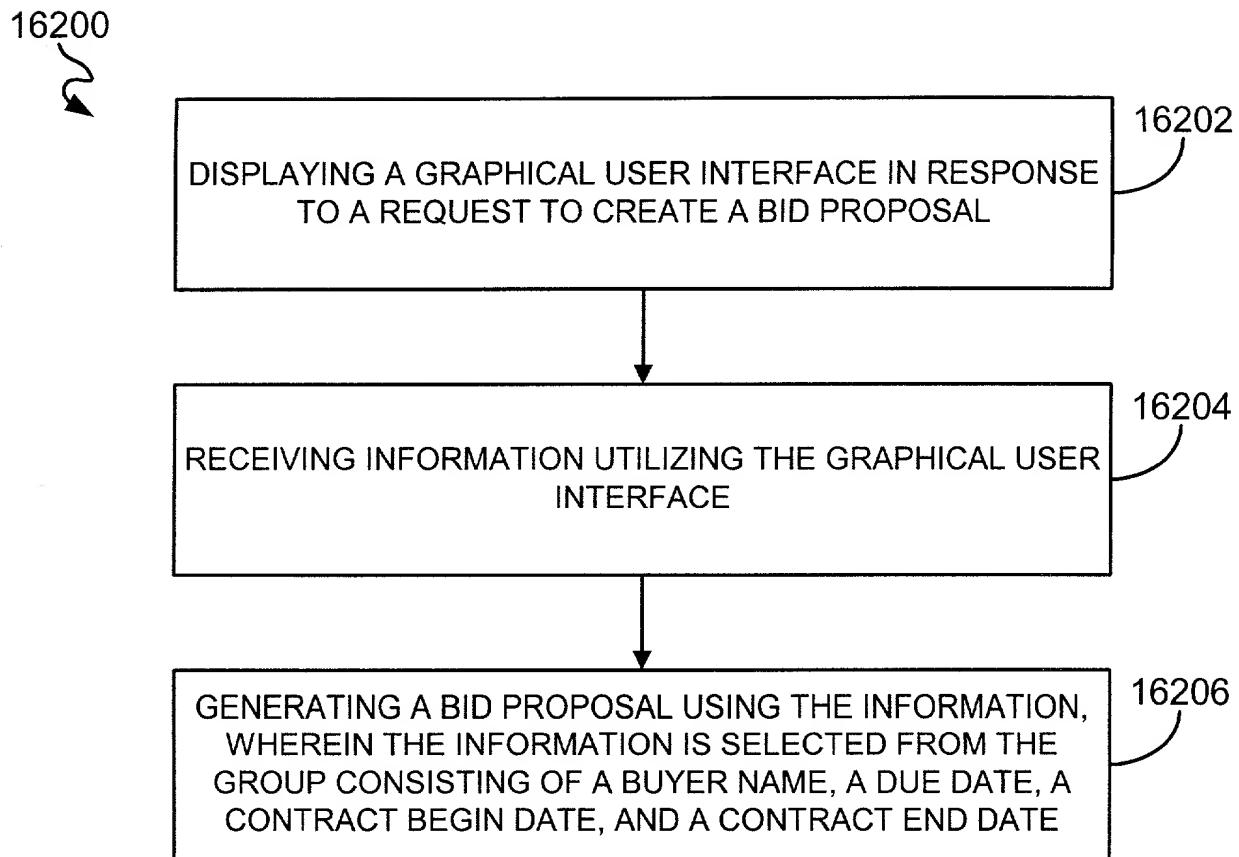
Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components (None Selected) Generic FOB Pricing Mayonaise Components

**FIG. 160**

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period			
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97			
CHICKEN-PATTY	7.00%	37.00	1.09				
CHICKEN-TENDERS	0.00%	25.00	1.06				
Distribution Center	Previous Case Usage	Projected Rest. Count	Covg Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

**FIG. 161**



**FIG. 162**

16300



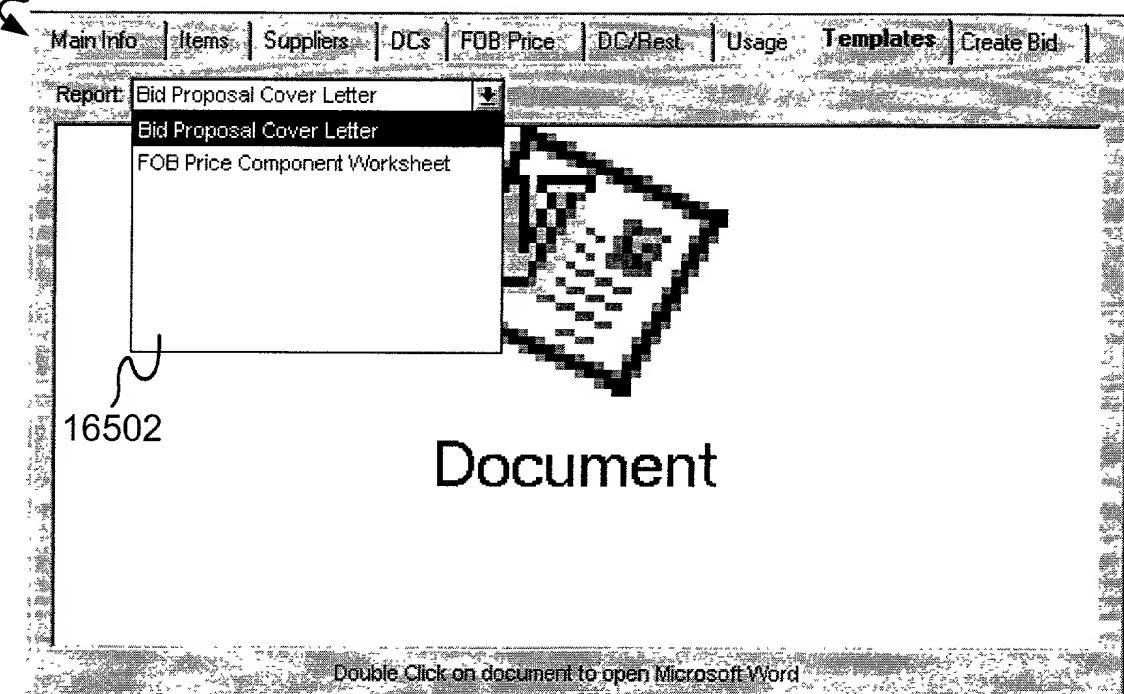
**FIG. 163**

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>			Y
<b>General Terms and Conditions</b>			N
<b>Usage Estimates</b>			N
<b>Supplier Facility Worksheets</b>			N
<b>Item Information Worksheets</b>			N
<b>Sample Supply Agreement</b>			N
<b>BK Specification Request</b>			N
<b>FOB Price Component</b>			N
<b>Truckload Freight Worksheet</b>			N
<b>LTL Freight Worksheet</b>			N

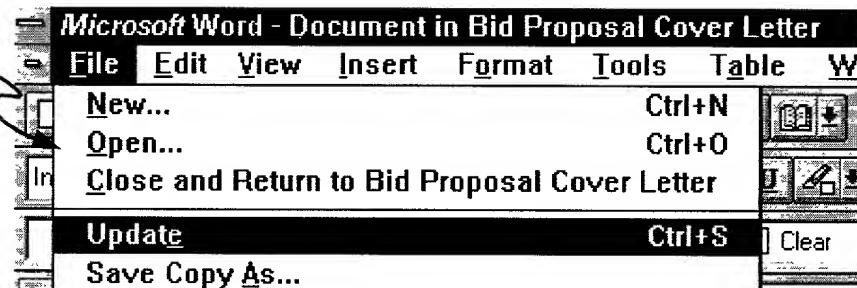
**FIG. 164**

16500



**FIG. 165**

16600



**FIG. 166**

16700

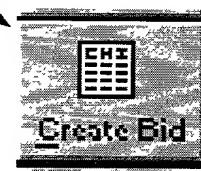
Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid | **Bid Proposal Sent.**

**Bid Proposal Will Include Checked Documents:**

<b>General</b>		<b>Cost</b>	
<b>Bid Proposal Cover Letter</b>	<input checked="" type="checkbox"/>	<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
<b>General Terms &amp; Conditions</b>	<input checked="" type="checkbox"/>	<b>Truckload Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Usage Estimates</b>	<input checked="" type="checkbox"/>	<b>LTL Freight Worksheet</b>	<input checked="" type="checkbox"/>
<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>	<b>Blank Sheets</b>	
<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>	<b>Supplier Facility Worksheet</b>	<input checked="" type="checkbox"/>
<b>Sample Supply Agreement</b>	<input checked="" type="checkbox"/>	<b>Item Information Worksheet</b>	<input checked="" type="checkbox"/>
<b>BK Specification Request</b>	<input checked="" type="checkbox"/>	<b>FOB Price Component Worksheet</b>	<input checked="" type="checkbox"/>
<b>LTL Freight Worksheet</b> will be printed by system if necessary			
<b>Truckload Freight Worksheet</b>			
<b>LTL Freight Worksheet</b>			

FIG. 167

16800



16900

Report: Item Information Worksheet      Supplier: (all)

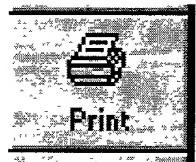
7/2/97 Bid Proposal Cover Letter  
FOB Price Component Worksheet  
General Terms & Conditions  
**Item Information Worksheet**  
LTL Freight Worksheet  
Sample Supply Agreement  
Supplier Facility Worksheet

**Restaurant Services, Inc.**  
**Item Information Worksheet**

ATTY  
DS

FIG. 169

17000

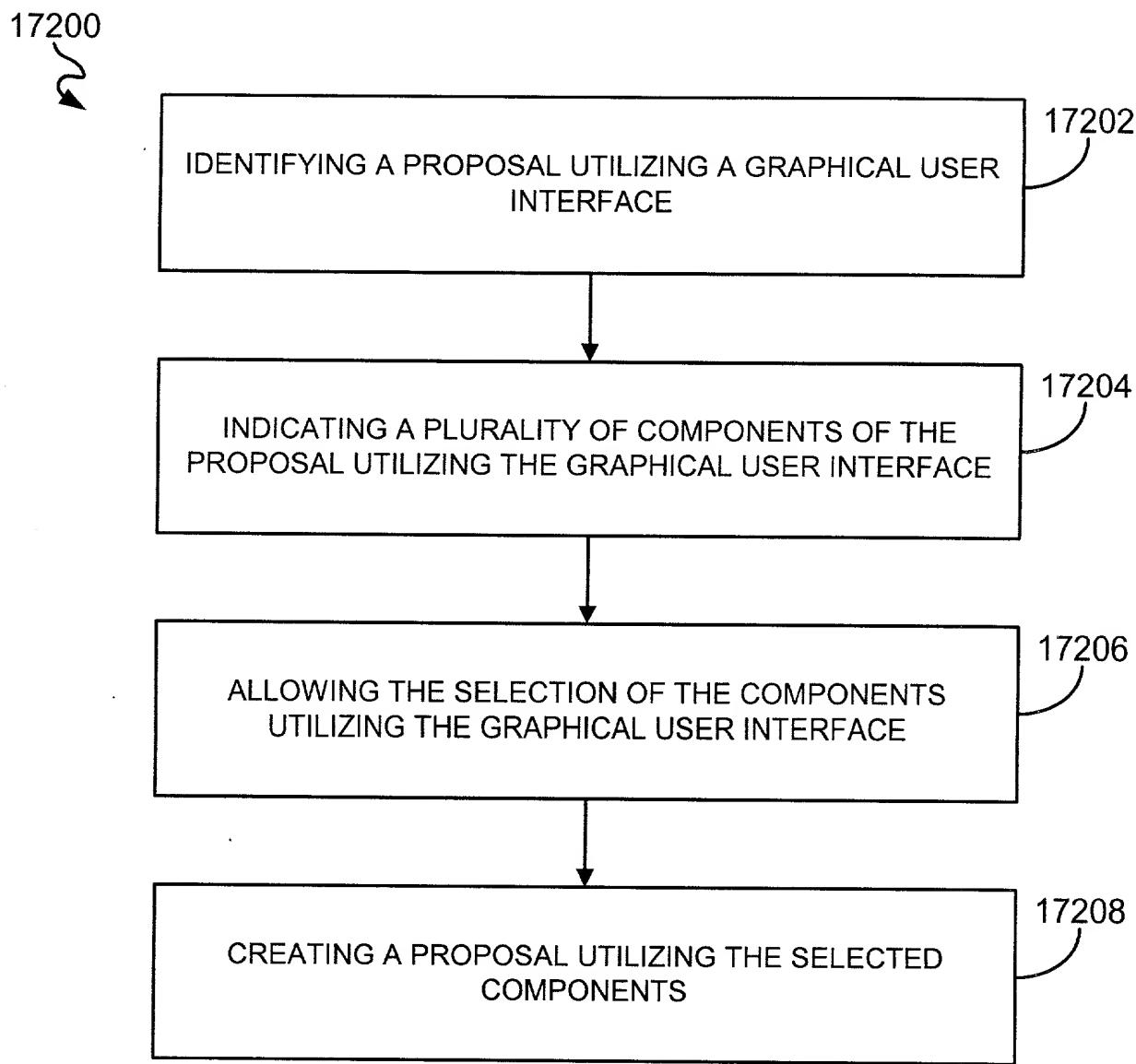


**FIG. 170**

17100

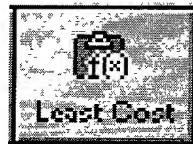


**FIG. 171**



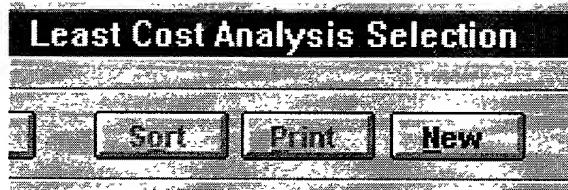
**FIG. 172**

17300



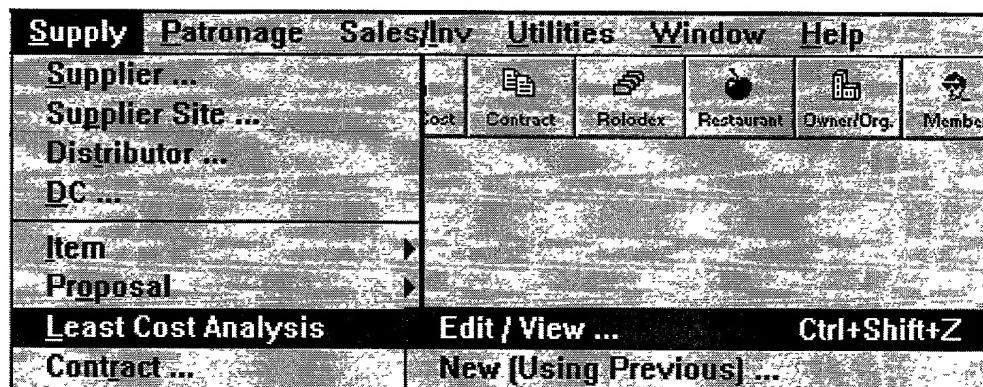
**FIG. 173**

17400



**FIG. 174**

17500



**FIG. 175**

**Bid Proposal Name:** (None)

Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

**FIG. 176**

17700

SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING  
A GRAPHICAL USER INTERFACE, EACH OPTION  
CORRESPONDING TO A SEPARATE TECHNIQUE OF  
CREATING AN ANALYSIS

17702

GENERATING A NEW ANALYSIS UPON THE SELECTION OF A  
FIRST OF THE OPTIONS

17704

EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF  
A SECOND OF THE OPTIONS

17706

INTEGRATING A BID PROPOSAL WITH AN INTEGRATED  
ANALYSIS UPON THE SELECTION OF A THIRD OF THE  
OPTIONS

17708

**FIG. 177**

17800

Analysis Name: Hash Brown Actual  
 Analysis ID: 1036  
 Buyer: Dennis Clabby  
 Period of Agreement: 10/1/97 THRU 9/30/98  
 Unit Of Measure: CASE(S)

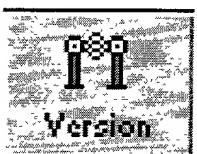
**FIG. 178**

17900

Version (1) of (9) Base version  
 What is the max # of FOB points to allocate to each DC? One FOB  
 What is pricing method for this version? FOB + Freight  
 What is the RSI Invoice FOB Upcharge (Downcharge)? 0.0000  
 Override RDC Truckload Validation? No  
 Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

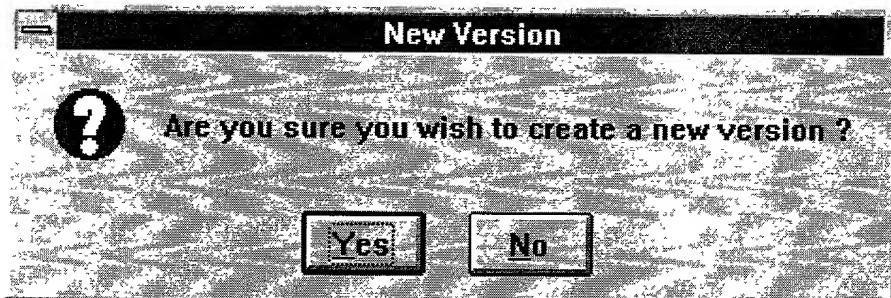
**FIG. 179**

18000



**FIG. 180**

18100



**FIG. 181**

18200

MAINTAINING A PLURALITY OF SEPARATE VERSIONS OF AN ANALYSIS IN A DATABASE

18202

RECEIVING A REQUEST FOR AN ADDITIONAL VERSION OF THE ANALYSIS UTILIZING A GRAPHICAL USER INTERFACE

18204

GENERATING THE ADDITIONAL VERSION OF THE ANALYSIS IN RESPONSE TO THE REQUEST

18206

ALLOWING A PLURALITY OF PARAMETERS OF THE ADDITIONAL VERSION TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE, WHEREIN THE PARAMETERS ARE SELECTED FROM THE GROUP CONSISTING OF A MAXIMUM NUMBER OF SUPPLIER SOURCES, A PRICING METHOD, AND AN INVOICE ADJUSTMENT

18208

**FIG. 182**

18300

Search    Query    Reset

Query Values

Supplier FOB
DOP

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, TN

18302

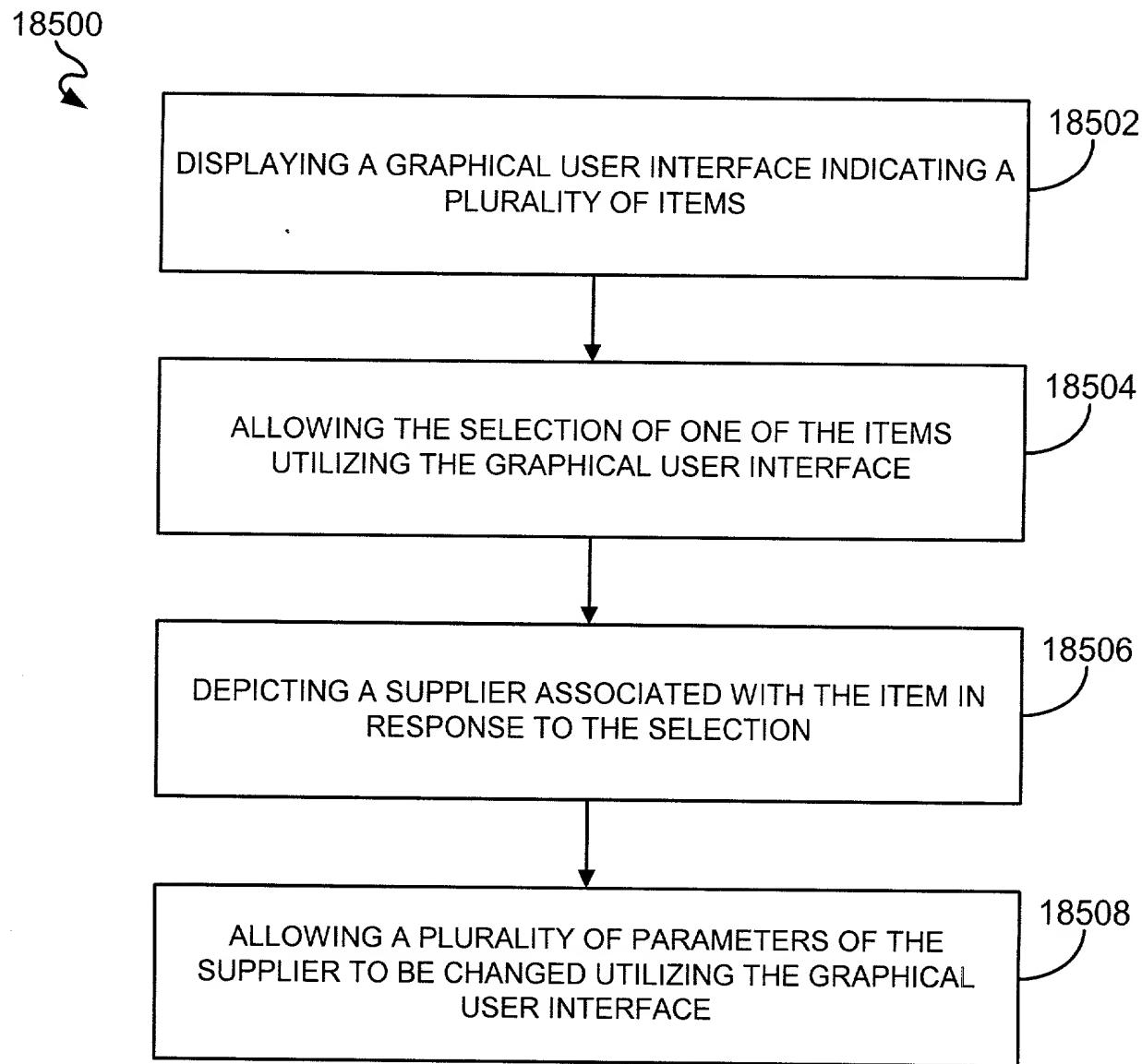
**FIG. 183**

18400

Item Description	Conv. Factor
FRIES COATED (FRZN)	36

18402

**FIG. 184**



**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

Supplier Item Desc:	16 OZ COLD CUP	Item No.:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory:	
Case Width:	15.125	Case Cube:	3.43 CUBIC FEET
Case Depth:	17.75	Cases Per Truckload:	769
Case U/M INCHES		Gross Weight:	29.28 POUND(S)
		Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL  
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF  
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF  
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR  
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.		Pallet	200,000,000		<input type="radio"/> Yes <input checked="" type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
LAMB-WESTON, INC - PASCO, WA	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - RICHLAND, WA	0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC - AMERICAN FALLS, ID	90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS		Pallet			<input type="radio"/> Yes <input checked="" type="radio"/> No
NESTLE FOOD COMPANY		Pallet			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS		Pallet	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No

Supplier FOB	Minimum	Maximum	Include
MCCAIN FOODS, LTD - PRINCE EDWARD ISLAND	18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD - PORTAGE LE PRAIRIE	45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC - OTHELLO, WA	27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

19100

DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A  
GRAPHICAL USER INTERFACE

19102

DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE  
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER  
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104

CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A  
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER  
INTERFACE

19106

**FIG. 191**

19200

The image shows a screenshot of a computer screen displaying two tables of data. The top table is titled 'Supplier' and lists three entries: 'HUDSON INDUSTRIES' with a volume of 0, 'INTERNATIONAL DIVERSEFOODS' with a volume of 0, and 'SUPERIOR COFFEE & FOODS' with a volume of 0. The bottom table is titled 'Supplier FOB' and lists two entries: 'HUDSON INDUSTRIES-TROY AL' with items 'MAYO-BULK' and 'SAUCE-BULK-TARTAR' having volumes of 8.4200 and 9.2300 respectively. Both tables have columns for 'Supplier', '#', and 'Volume'.

Supplier	#	Volume
HUDSON INDUSTRIES	0	
INTERNATIONAL DIVERSEFOODS	0	
SUPERIOR COFFEE & FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9.2300	0	

**FIG. 192**

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

**FIG. 193**

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

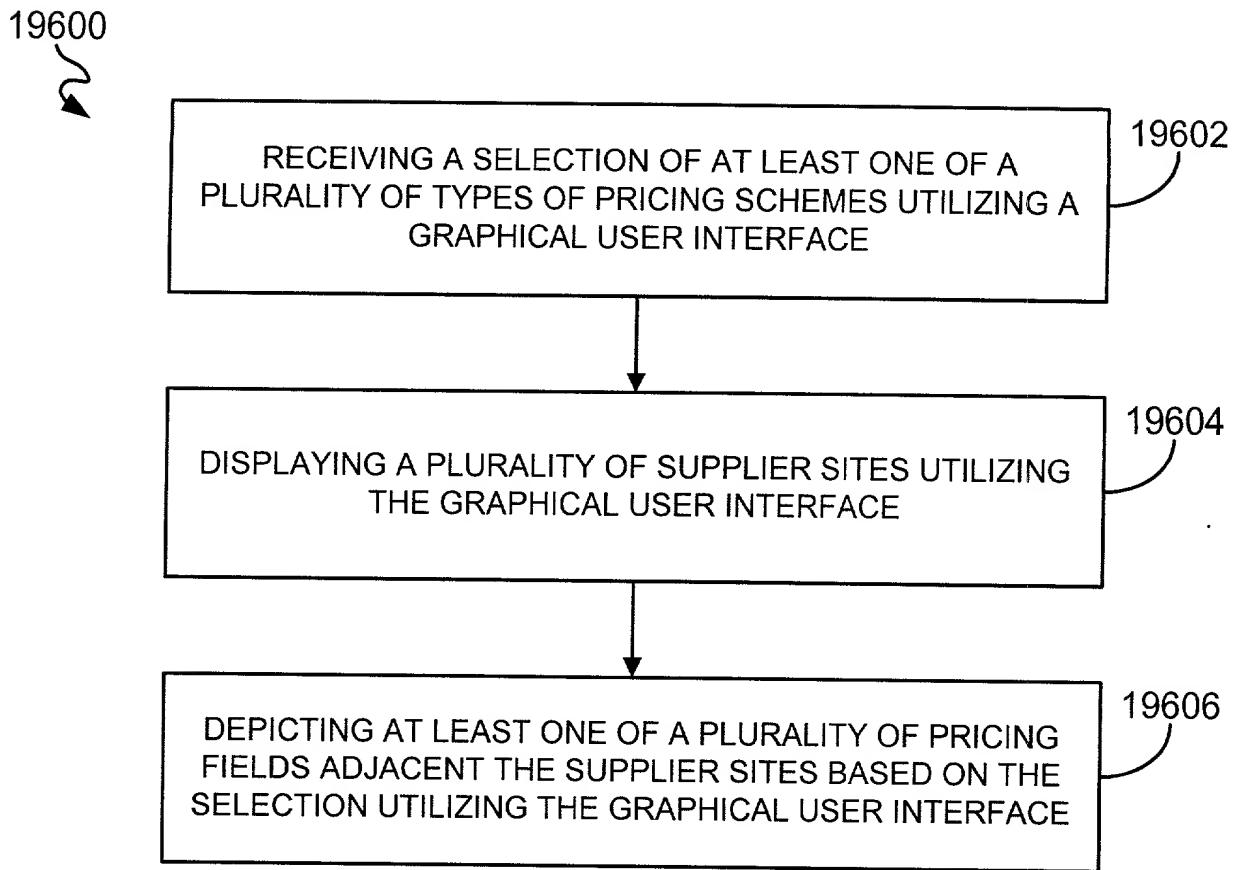
Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

**FIG. 194**

19500

Item Description	Supplier FOB		
FRIES-COATED	CAVENDISH-PRINCE EDWARD		
FRIES-COATED	J.R. SIMPLOT COMPANY-HERMISTON		
FRIES-COATED	LAMB-WESTON, INC-PASCO, WA		
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WAUKEEHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

**FIG. 195**



**FIG. 196**

19700



Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE/POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE/POST-DENVER	35	5.00%	37
AMERISERVE/POST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

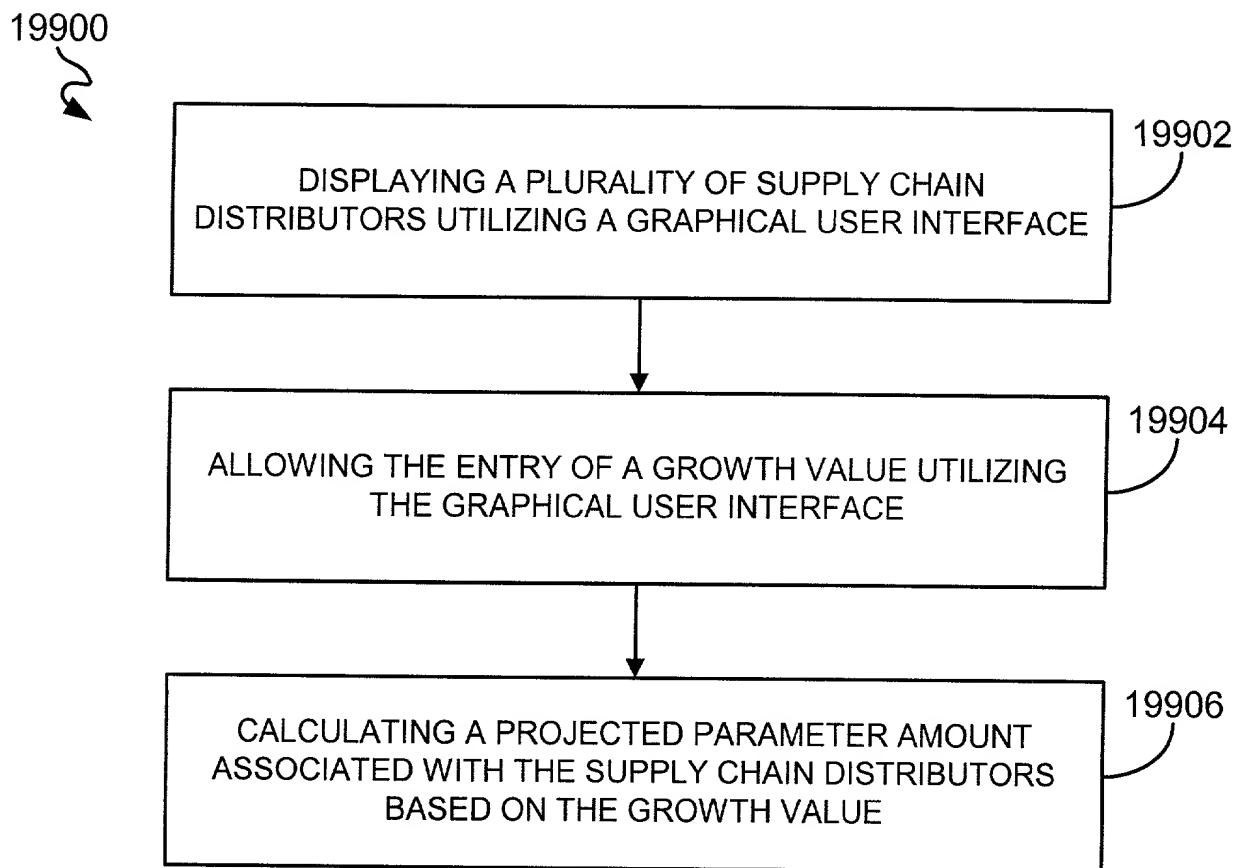
FIG. 197

19800



Item	Item Growth %	Usage Period				
CHICKEN-PATTY	0.00					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,036	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	168	100.00%	19.02	0.00%	42,909

FIG. 198



**FIG. 199**

20000

**Supplier FOB**

CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

**Distribution Center**

Distribution Center	Lane Restriction	Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE UT	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

**FIG. 200**

20100

**Supplier FOB**

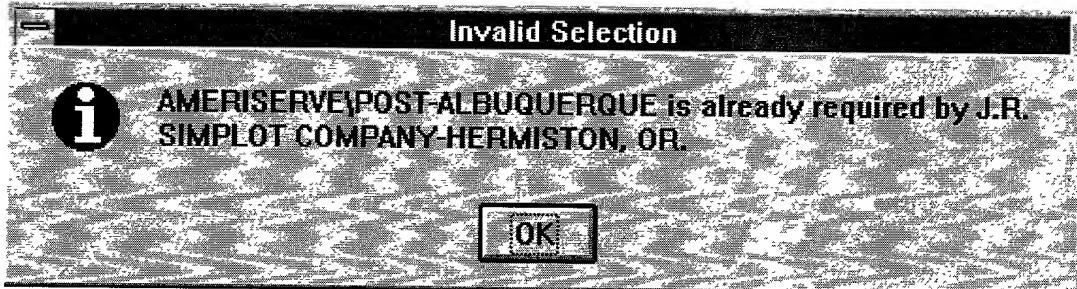
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211

**Distribution Center**

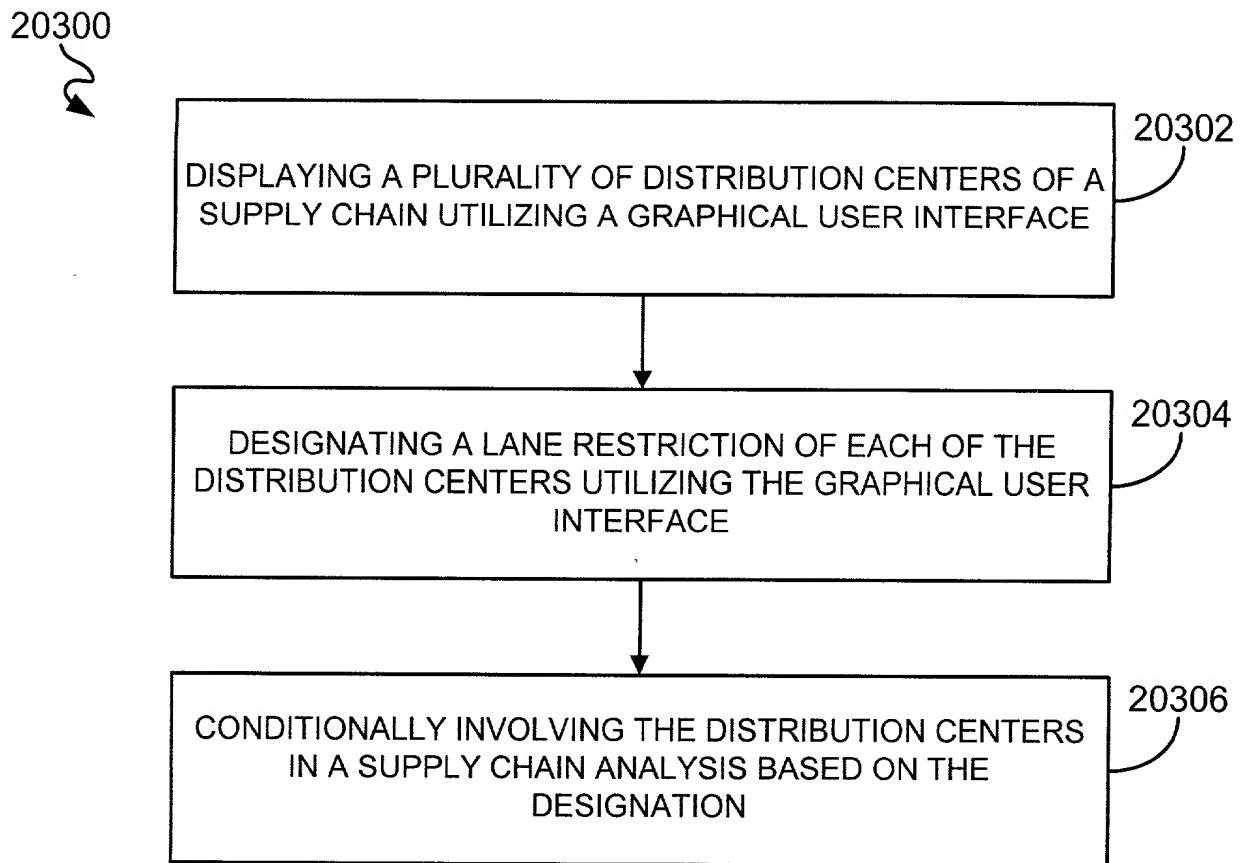
Distribution Center	Lane Restriction
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded

**FIG. 201**

20200



**FIG. 202**



**FIG. 203**

20400

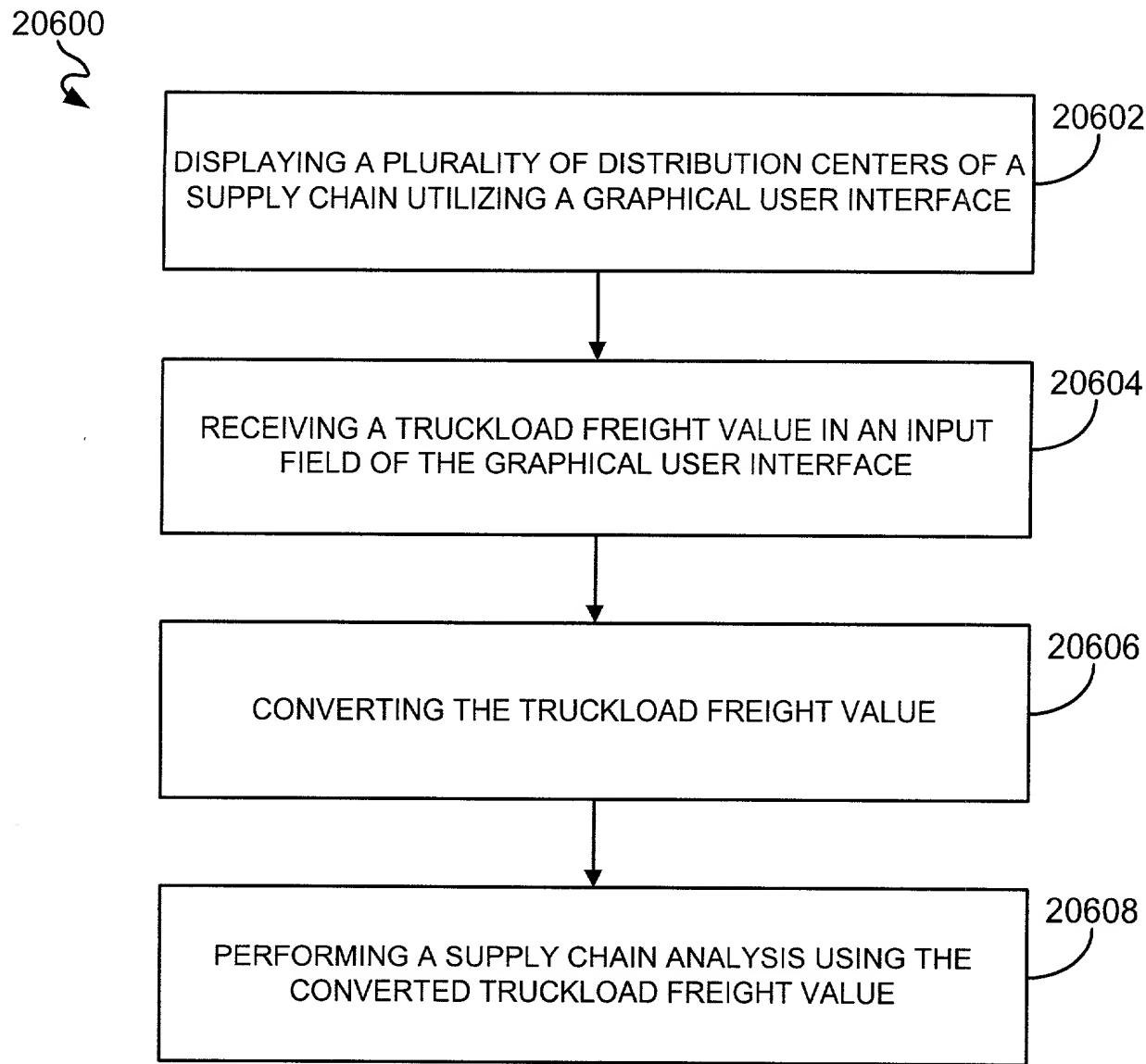
Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance	
AMERISERVEPOST-ALBUQUERQUE	1,617		
AMERISERVEPOST-DENVER	1,277		
AMERISERVEPOST-SALT LAKE, UT	691		

**FIG. 204**

20500

Supplier FOB		Address					
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904				
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638				
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801				
Distribution Center	Weight Minimum	LTL LBS	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

**FIG. 205**



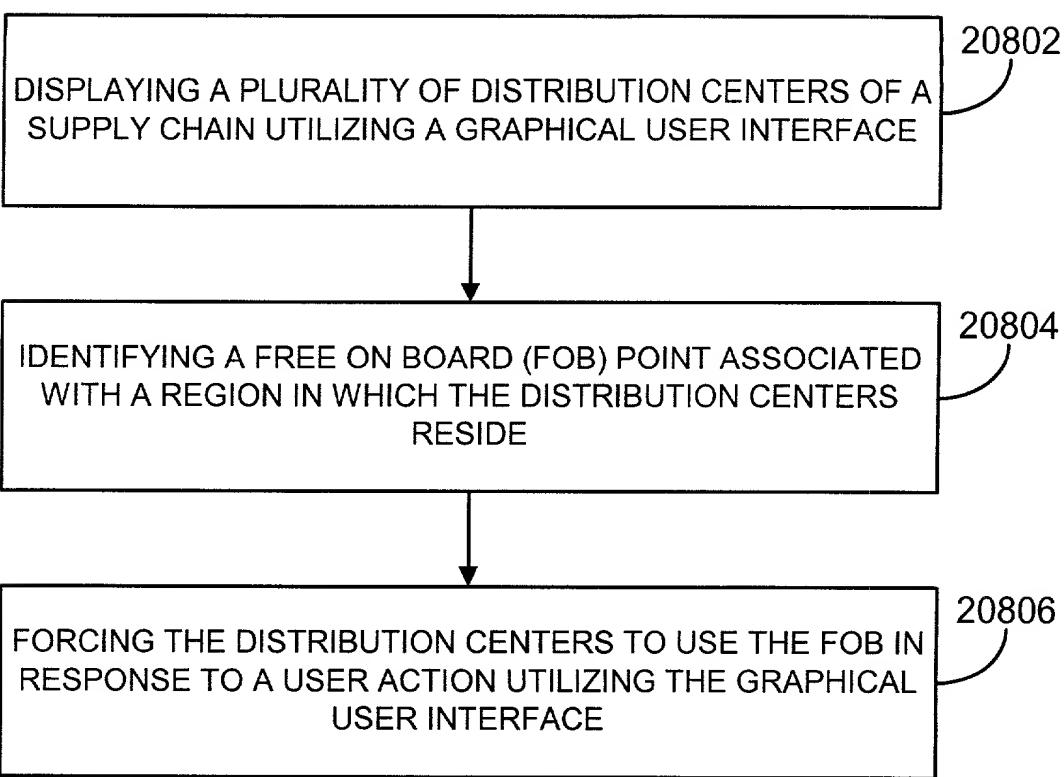
**FIG. 206**

20700

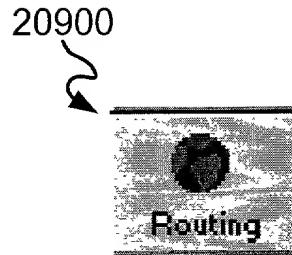
<b>Analysis Region</b>	<b>Force FOB</b>
MCCABE-PORTLAND/RMW-ANCHORAGE	<input type="radio"/> Yes <input checked="" type="radio"/> No
<b>Distribution Center Name</b>	<b>Site Role</b>
MCCABE-QUALITY FOODS-PORTLAND RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point Corporate & FOB Point

**FIG. 207**

20800



**FIG. 208**



**FIG. 209**

The screenshot shows a software interface titled "Report Selection". On the left, there is a "Report Type" dropdown menu containing the option "Optimal Product Routing". Below it is a "Report Parameters" section with three dropdown menus: "Supplier" set to "(All)", "Supplier FOB" set to "(All)", and "Distribution Center" set to "(All)". To the right, there is a "Report Name" dropdown menu containing several options: "Freight Information Provided" (which is highlighted), "LTL Routing Grid By Lane", "Routing Results By Lane", "Routing Results By Lane, Item", "Routing Results w/ RDC Breakout By Lane", "Routing Results w/ RDC Breakout By Lane, Item", and "TL Freight Variance Analysis". At the bottom of the interface, there are two buttons: "Version" and "Base Version".

**FIG. 210**

21100

IDENTIFYING A PLURALITY OF LANES OF A SUPPLY CHAIN

21102

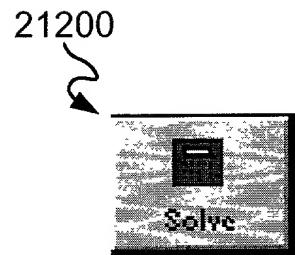
DETERMINING A LOWEST COST ROUTING SCHEME FOR  
EACH OF THE LANES

21104

PERFORMING A SUPPLY CHAIN ANALYSIS USING THE  
LOWEST COST ROUTING SCHEME

21106

**FIG. 211**



**FIG. 212**

21300

21302

A screenshot of a 'Report Selection' dialog box. On the left, under 'Report Type', there is a dropdown menu with several options: 'Awarded Volume' (which is currently selected and highlighted in blue), 'Comparison Reports', 'Cost Matrix Preview', 'Optimal Product Routing', and 'Tab Reports'. To the right of the dropdown, the text 'Report Name:' is followed by a text input field containing the value 'Awarded Volume by Item - Detail'. Below this input field is a small icon of a floppy disk. The entire dialog box has a light gray background with a thin black border around the text area.

**FIG. 213**

21400	Awarded Volume by Item - Detail
	Awarded Volume by Item - Detail
	Awarded Volume by Item - Freight
	Awarded Volume by Item - Summary
	Competing DC Freight Analysis by Item
	Lane Assignment Matrix
	Lane Weighted Average Delivered Cost

**FIG. 214**

21500	Assigned Volume Percentages (no conversion)
	Assigned Volume Percentages (with conversion)
	Invoice FOB Detail Comparison (no conversion)
	Invoice FOB Detail Comparison (with conversion)
	Invoice FOB Savings Comparison (no conversion)
	Invoice FOB Savings Comparison (with conversion)

**FIG. 215**

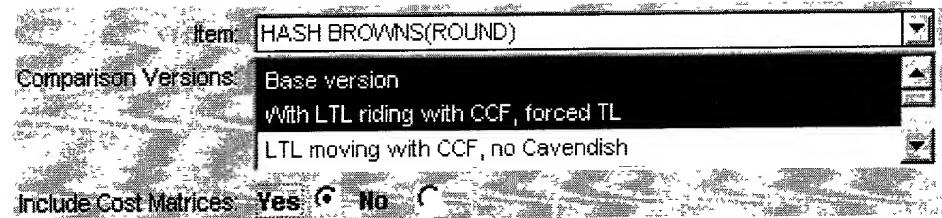
Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

**FIG. 216**

21700	Report Name:
	Assigned Volume Percentages (no conversion)
	Assigned Volume Percentages (no conversion)
	Assigned Volume Percentages (with conversion)
	Invoice FOB Detail Comparison (no conversion)

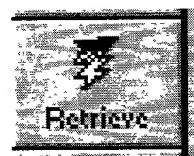
**FIG. 217**

21800

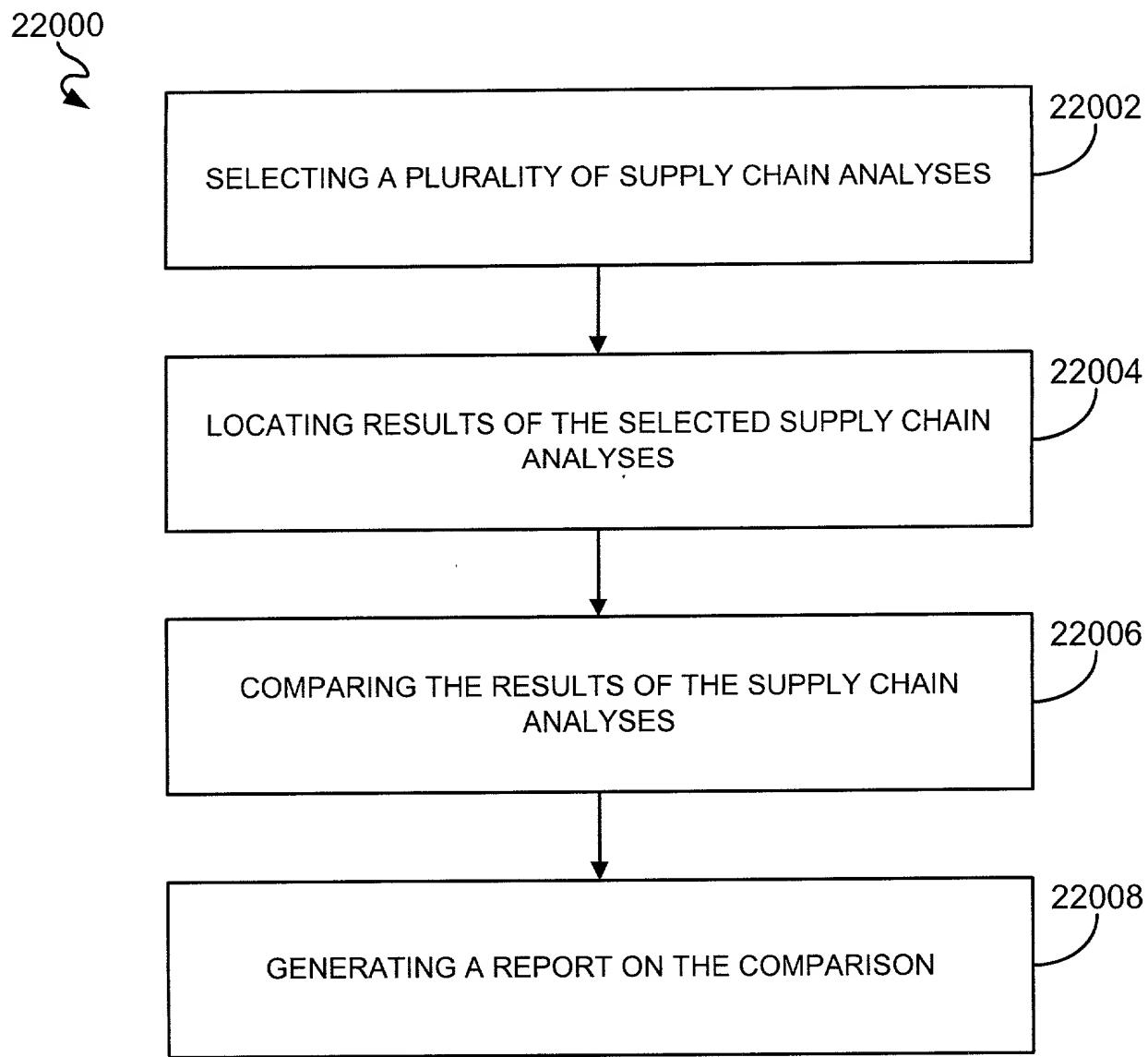


**FIG. 218**

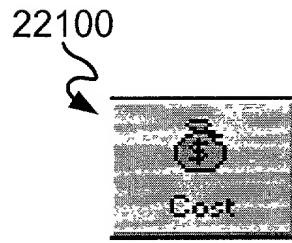
21900



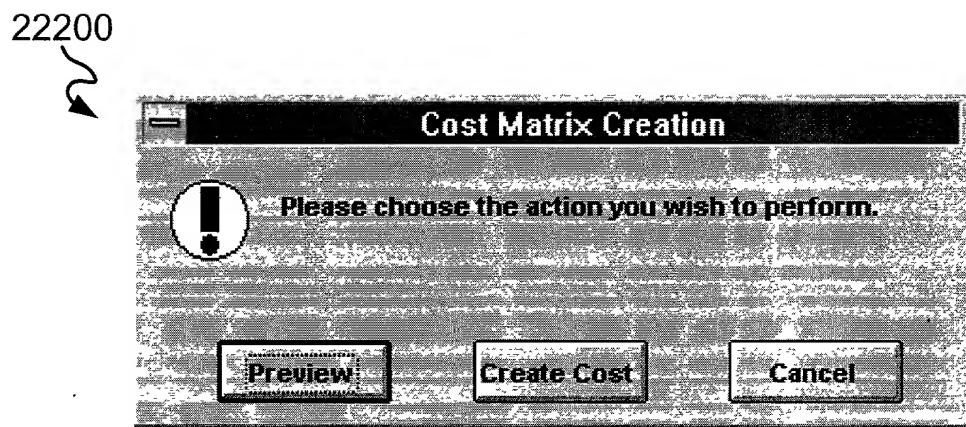
**FIG. 219**



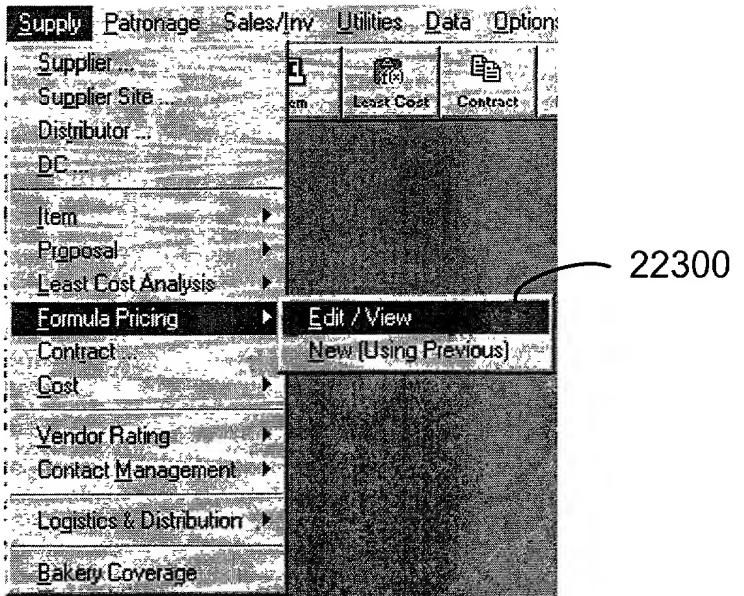
**FIG. 220**



**FIG. 221**



**FIG. 222**



**FIG. 223**

22400

The dialog box title is "Formula Pricing - BEEF - 77% - 04/06/98". It has tabs for General Info, Pricing, Freight, Formulas, Block Cost, and Adjustments. The "Pricing" tab is selected. The "Pricing ID:" field contains "12". The "Description:" field contains "Beef Pricing 04/06/01". The "Item:" dropdown shows "BEEF - 77%". The "Raw Material Pricing Date:" is "04/06/01", "From:" is "03/23/01", and "To:" is "04/03/01". The "Cost Matrix Begin Date:" is "03/15/01" and the "End Date:" is "03/28/01". The "FOB Adjustment Amount:" is "0.0000".

**FIG. 224**

22500

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% TRIM	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN YW	FRSH DOM 90% LEAN BL	IMP AUS	Lean Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9324	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9988	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9383	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

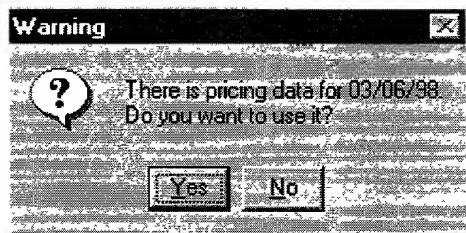


FIG. 226

22700

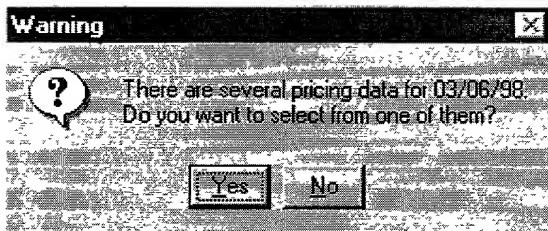


FIG. 227

22800

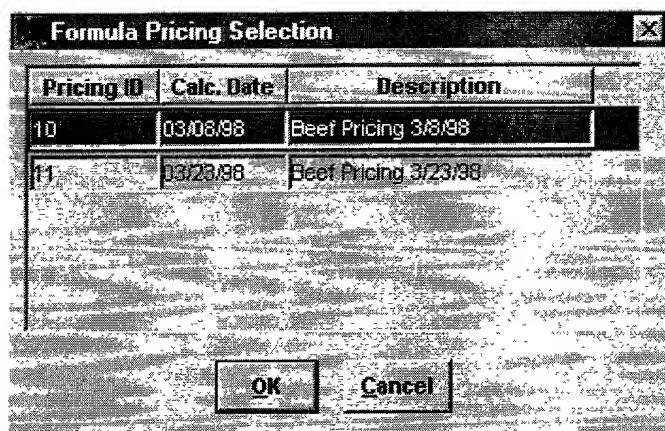


FIG. 228

22900

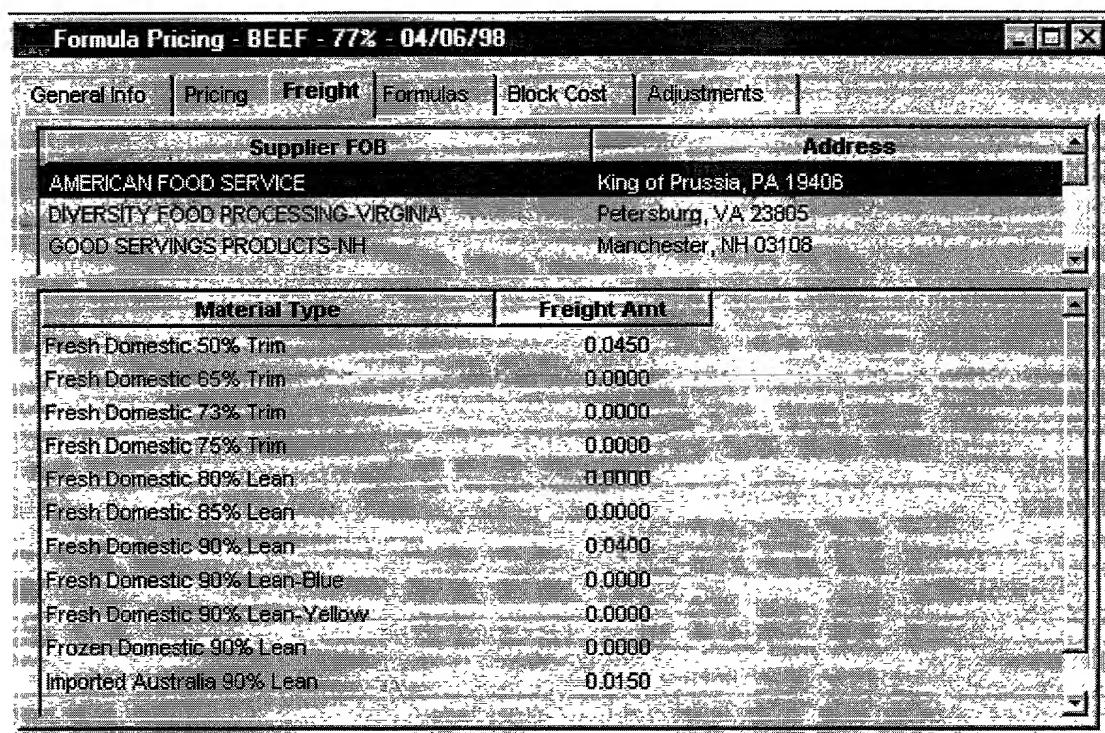


FIG. 229

23000

Formula	Pct.	Cost	Total										
AFS-1	0.9120	0.2871											0.9849
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1358							0.9941
GS-1	0.3270	0.3042											0.9866
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2306	0.9721
SER-1	0.3250	0.2926											0.9684
TEX-1	0.3090	0.2766											0.9916
WH-1	0.3250	0.2958											0.9765
WIS-1	0.3325	0.2977											1.0018

FIG. 230

23100

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WH-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments	
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9890	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3282
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount Adjustment Desc

0.1500 Upcharge

FIG. 232

23400



23300

23302

FIG. 233

FIG. 234



23500

The screenshot shows a Windows application window titled "Formula Maintenance". It contains two tables. The top table has columns "Formula ID", "Facility", "Description", and "Short Name". The bottom table has columns "Material Type", "Begin Date", and "Percentage". Both tables have scroll bars.

Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1

Number of Rows: 14

Material Type	Begin Date	Percentage
Fresh Domestic 50% Trim	10/03/1997	31.2000%
Fresh Domestic 73% Trim	10/01/1996	20.0000%
Fresh Domestic 85% Lean	10/01/1997	5.0000%
Fresh Domestic 90% Lean	10/01/1997	18.8000%
		100.0000%

Number of Rows: 6

FIG. 235

23600

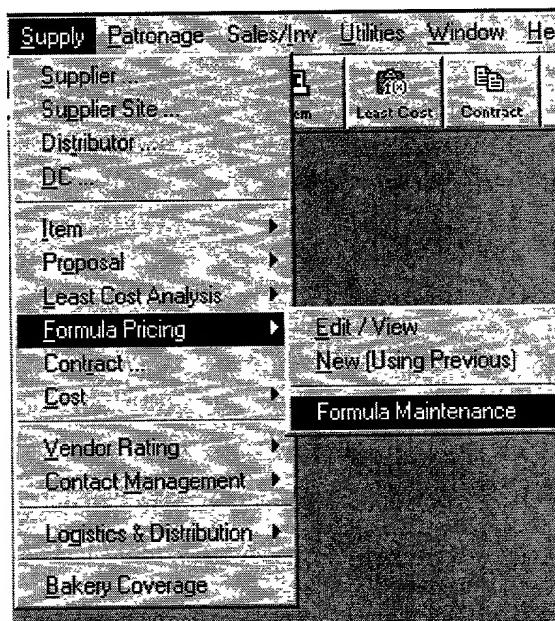


FIG. 236